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SALES & MARKETING MANAGEMENT
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A BILL PUBLICATION
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1983 Survey of Industrial & Commercial Buying Power

Leading counties for more than 300 manufacturing and 30 nonmanufacturing industries
A bird's-eye view of where your most important prospects are. Page 8.

S&MM's exclusive employment and revenue totals for more than 400 customer industries
Newest information about your most important target markets. Page 53.

How the redesigned Survey helps sharpen your sales strategy
County rankings help focus sales efforts. Page 14.

Survey Highlights include

Regional, state summaries of manufacturing markets
Profile of 50 biggest manufacturing industries
How industries changed in the 1970s
1983 industrial outlook
1983–84 capital spending outlook
Top 50 counties in manufacturing activity
What is this thing called SIC?

AN S&MM SPECIAL SECTION

Industrial Advertising: Making that 'first sales call' count

As buying interest mounts, advertising's role in the marketing plan is crucial. So ad managers are working more closely with other marketers to help pave the way for the sales force. Page 41.

What's coming up

Olympia. The veteran marketer of manual and electric typewriters now is betting its future on its electronic machines. And it is naming Americans to lead its efforts here. May 16.

An S&MM Special Section: Cooperative Advertising. More companies are finding values in co-op arrangements, among them Hewlett-Packard, Texas Instruments, and insurance companies. A trend: co-op programs with a limited time span. May 16.

Motorcycles. There's a pileup on the "Orient Express": Japanese manufacturers, which dominate the U.S. market, have 18-month inventories in warehouses and showrooms. What went wrong? May 16.

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ABP BPA ABC

S&MM's Survey moves into the 'post-industrial' era

Expansion of the *Survey's* statistical section to include nonmanufacturing industries, such as fast-growing services, gives marketers a broader, more useful view of market targets.

By JAY GOULD
and BENTLEY PAYKIN

The newly restructured *1983 Survey of Industrial & Commercial Buying Power* presents two significant advances that will enhance marketers' understanding of the marketing and business environment in which every company operates:

- Data coverage has been expanded beyond the manufacturing sector to include key industries in the mining, construction, transportation, communications, trade, and service sectors.
- The data have been organized to identify the top "buying potential" counties. This eliminates the "clutter" of data concerning counties where, because output is low or nonexistent, prospects for meaningful sales volumes are dim.

The *Survey* identifies 409 industries (almost half of the 850 that comprise the private sector) that have a degree of regional concentration which makes them attractive sales targets. For the most part, industries which lack this concentration are comprised of many small units, such as gasoline service stations, restaurants, savings banks, and motel chains, which are costly to sell to.

The new *Survey* mirrors the emergence of what some observers call the "post-industrial society." This, of course, refers to manufacturing's relative decline in importance and the subsequent increase in the importance of the service sectors.

For example, in the 1946–50 period, the number of wage and salary workers in manufacturing averaged about 15.5 million, increasing to an all-time high of 21.0 million in 1979, a gain of 35.1%. Since 1979, manufacturing employment has dropped cyclically to about 18.1 million. It is questionable whether manufacturing employment will again reach 21.0 million in the foreseeable future.

Over the same time, employment in all other sectors, excluding government, increased from 28.0 million to 55.0 million for a gain of 96%, or almost three times the gain in manufacturing. Thus the *Survey* keeps marketing executives informed about the impact on the business environment of changing technology and the shift to a service-based economy.

The *Survey* now lists all

Jay Gould, the founder of Economic Information Systems (EIS), whose data base is the source of the Survey's data, is a research consultant to Control Data Corp. (CDC). Bentley Paykin is managing director of EIS, which was recently acquired by CDC.

MARKET HIGHLIGHT

How industries changed in the 1970s

Industry	Total Estab. 1980	Total Estab. 1970	Total Estab. % Increase	Estab. With 20+ Employees 1980	Estab. With 20+ Employees 1970	Estab. With 20+ Employees % Increase	Estab. With 100+ Employees 1980	Estab. With 100+ Employees 1970	Estab. With 100+ Employees % Increase
Mining	29,676	23,802	24.7%	7,974	5,511	44.7%	1,949	1,039	87.6%
Contract construction	417,953	298,595	40.0	40,259	33,607	19.8	4,554	3,977	14.5
Manufacturing	319,377	297,770	7.2	125,421	115,371	8.7	39,700	36,325	9.3
Transportation, public utilities	167,720	127,363	31.7	37,788	25,829	46.3	8,110	5,238	54.8
Wholesale trade	384,833	297,211	29.5	60,898	47,865	27.2	5,283	4,434	19.1
Retail trade	1,222,928	1,034,857	18.2	164,836	100,257	64.4	14,160	10,488	35.0
Finance, insurance, & real estate	420,976	326,779	28.8	45,769	28,452	60.9	6,278	4,750	32.2
Services	1,278,185	984,579	30.0	124,939	80,660	54.9	23,466	13,443	74.5
Total	**4,543,167**	**3,520,930**	**29.0%**	**611,275**	**442,533**	**38.1%**	**103,700**	**79,795**	**30.0%**

Note: Details will not add up to totals due to the exclusion of agricultural services and nonclassifiable establishments from this list.

Source: Census Bureau, *County Business Patterns, 1970 & 1980 U.S. Summary*.

counties where there are 1,000 or more employees engaged in the production of a particular good or service, along with statistics on the number of business establishments employing 20 or more persons. Establishments with fewer than 20 employees typically account for less than 5% of the output in manufacturing and mining, and less than 10%–15% in most other sectors.

This aspect of the *Survey* enables a marketing executive to focus immediately on the relatively small number of counties in which the bulk of the production of goods or services in a given industry is concentrated. The counties shown account, in total, for some 26.0 million employees and the majority of total employment in the 400-plus industries listed. A marketer dealing with any of these industries will find sufficient data with which to begin a market-by-market evaluation of where the bulk of his potential business is located.

A lot of ore in St. Louis

Let us illustrate with the first industry shown in the *Survey*, SIC 1011 iron ore mining. According to the *Survey*, five counties accounted for 77% of total U.S. shipments of iron ore in 1982. Nearly 40% of the output is concentrated in the number one county, St. Louis, MN, with 19 iron ore mines having an aggregate total of 7,681 employees. Ninety-six percent of the county's shipments are from "large" plants (more than 100 employees).

If one is interested in targeting this particular industry, be it for the sale of a new line of special materials-handling equipment or some technical service, it is obvious that the 69 plants classified as iron ore mines in the five leading counties alone would account for most of the potential business one could expect from this industry.

This is the *Survey's* chief benefit: to give the marketer the most information about the potential buying power of an

SURVEY HIGHLIGHT

Regional and state summaries of manufacturing markets

Region & State	Total Plants	Large Plants	1982 Shipments ($ Mil.)	% Of U.S.	Average Shipments Per Plant ($000)	Plant Index U.S. = 100	% In Large Plants
NEW ENGLAND	**12,786**	**3,714**	**$137,185.3**	**6.1285%**	**$10,729**	**69**	**77%**
Connecticut	3,510	945	42,713.2	1.9081	12,169	78	80
Maine	882	318	9,706.6	.4336	11,005	71	78
Massachusetts	5,450	1,652	59,090.8	2.6398	10,842	69	77
New Hampshire	860	304	9,066.4	.4050	10,542	68	79
Rhode Island	1,646	365	12,716.5	.5681	7,726	50	65
Vermont	438	130	3,891.8	.1739	8,885	57	71
MIDEAST	**28,836**	**8,395**	**$398,421.0**	**17.7987%**	**$13,817**	**89**	**81%**
Delaware	276	91	8,008.3	.3578	29,016	186	89
Dist. of Columbia	144	32	2,273.4	.1016	15,788	101	82
Maryland	1,950	622	29,640.8	1.3241	15,200	97	81
New Jersey	7,172	1,843	93,224.9	4.1647	12,998	83	78
New York	10,459	2,849	122,556.6	5.4750	11,718	75	78
Pennsylvania	8,835	2,958	142,717.0	6.3756	16,154	104	84
GREAT LAKES	**33,769**	**9,860**	**$574,360.1**	**25.6585%**	**$17,009**	**109**	**84%**
Illinois	9,621	2,929	151,300.5	6.7591	15,726	101	82
Indiana	4,049	1,363	77,644.7	3.4686	19,176	123	84
Michigan	7,483	1,727	138,042.1	6.1668	18,447	118	85
Ohio	8,949	2,690	146,331.7	6.5371	16,352	105	84
Wisconsin	3,667	1,151	61,041.1	2.7269	16,646	107	82
PLAINS	**10,400**	**2,910**	**$170,638.8**	**7.6230%**	**$16,408**	**105**	**79%**
Iowa	1,732	454	30,656.7	1.3695	17,700	113	76
Kansas	1,614	393	31,029.5	1.3862	19,225	123	80
Minnesota	2,594	798	39,750.3	1.7758	15,324	98	79
Missouri	3,021	925	49,316.9	2.2031	16,325	105	83
Nebraska	817	236	14,173.7	.6332	17,348	111	74
North Dakota	211	31	2,233.5	.0998	10,585	68	51
South Dakota	411	73	3,478.2	.1554	8,463	54	55
SOUTHEAST	**29,246**	**10,412**	**$460,384.1**	**20.5668%**	**$15,742**	**101**	**82%**
Alabama	2,225	871	33,382.7	1.4913	15,003	96	79
Arkansas	1,476	545	22,439.1	1.0024	15,203	97	78
Florida	3,772	899	40,102.1	1.7915	10,632	68	73
Georgia	3,599	1,247	48,608.6	2.1715	13,506	87	79
Kentucky	1,724	599	33,011.9	1.4747	19,148	123	84
Louisiana	1,773	536	56,224.3	2.5117	31,711	203	85
Mississippi	1,532	587	21,910.3	.9788	14,302	92	79
North Carolina	4,678	1,922	65,921.8	2.9449	14,092	90	83
South Carolina	2,078	920	35,094.2	1.5678	16,888	108	86
Tennessee	3,291	1,226	47,638.6	2.1282	14,475	93	83
Virginia	2,382	829	39,146.1	1.7488	16,434	105	83
West Virginia	716	231	16,904.4	.7552	23,609	151	88
SOUTHWEST	**9,977**	**2,874**	**$218,396.4**	**9.7562%**	**$21,889**	**140**	**83%**
Arizona	918	207	15,699.3	.7013	17,102	110	88
New Mexico	344	82	5,687.3	.2541	16,533	106	67
Oklahoma	1,374	379	33,696.8	1.5053	24,525	157	87
Texas	7,341	2,206	163,307.0	7.2954	22,246	143	83
ROCKY MOUNTAIN	**2,928**	**696**	**$44,498.8**	**1.9879%**	**$15,198**	**97**	**73%**
Colorado	1,388	308	18,772.1	.8386	13,525	87	75
Idaho	335	111	4,768.0	.2130	14,233	91	72
Montana	291	49	4,546.5	.2031	15,624	100	67
Utah	743	201	12,426.1	.5551	16,724	107	75
Wyoming	171	27	3,986.1	.1781	23,311	149	64
FAR WEST	**15,519**	**4,462**	**$234,599.1**	**10.4803%**	**$15,117**	**97**	**80%**
California	11,817	3,456	174,424.6	7.7921	14,760	95	80
Nevada	153	33	1,594.5	.0712	10,422	67	56
Oregon	1,701	490	20,961.0	.9364	12,323	79	73
Washington	1,848	483	37,619.0	1.6806	20,357	130	83
U.S.	**143,461**	**43,323**	**$2,238,477.6**	**100.0000%**	**$15,603**	**100**	**81%**

Total Plants: Establishments with 20 or more employees. **Large Plants:** Establishments with 100 or more employees. **Shipments:** Gross value of all products produced. **% Of U.S.:** Share of U.S. total shipments. **Average Shipments Per Plant:** Mathematical average computed by dividing total plants into total shipments. **Plant Index:** State's average shipments per plant as a ratio of all-U.S. average, $15,603,000, which represents par, or 100; the number above or below 100 indicates degree by which state is above or below the U.S. norm. **% In Large Plants:** Share of shipments accounted for by plants with 100 or more employees.

Note: Details may not add up to totals due to rounding.

Source: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power.*

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industry in the briefest, most useful form. The listings of the 400-plus industries offers assurance that there is something here for everyone.

If the marketer probes more deeply into the reasons for the relative importance of St. Louis County, he will learn that many steel companies, such as U.S. Steel, Inland Steel, and Jones & Laughlin, conduct taconite operations there. However, the biggest operations are those of Erie Mining and Reserve Mining. Taconite is the name given the rock formations from which the high-grade iron ores of this district are derived.

Regional concentrations such as these are important to marketers because of their potential impact on strategy, but can also be of use to those concerned with regional development and the problems associated with "reindustrialization."

What are the reasons for the regional concentration patterns (shown in the Highlight table on page 38) which affect at least half of the industries

SURVEY HIGHLIGHT

Top 50 counties in manufacturing activity

1982 Rank	County	State	1982 Total Shipments ($ Mil.)	1982 Total Plants	Average Shipments Per Plant ($000)	Leading SIC Industry	Shipments Of Leading SIC ($ Mil.)	Shipments As Share Of: U.S. SIC Total	Shipments As Share Of: All-Mfg. County Total
1.	Los Angeles	CA	$ 80,627	5,678	$ 14,200	2911	$ 14,899	6.4%	18.5%
2.	Cook	IL	75,484	5,750	13,128	2911	5,196	2.2	6.9
3.	Wayne	MI	40,588	1,692	23,988	3711	14,053	13.6	34.6
4.	Harris	TX	37,898	1,514	25,032	2911	14,050	6.0	37.1
5.	Jefferson	TX	26,549	105	252,844	2911	23,482	10.0	88.4
6.	Santa Clara	CA	23,106	928	24,899	3674	4,614	33.8	20.0
7.	Cuyahoga	OH	22,023	1,917	11,488	3714	2,725	5.3	12.4
8.	Hamilton	OH	20,284	909	22,315	3711	2,981	2.9	14.7
9.	Middlesex	MA	17,718	1,454	12,185	3573	2,134	5.9	12.0
10.	Philadelphia	PA	17,258	1,307	13,204	2911	3,098	1.3	17.9
11.	St. Louis Ind. City	MO	16,531	1,031	16,034	3721	2,752	8.4	16.7
12.	Milwaukee	WI	16,271	876	18,575	3519	1,555	10.4	9.6
13.	New York	NY	16,093	2,627	6,126	2721	3,474	31.2	21.6
14.	King	WA	15,849	775	20,451	3721	5,322	16.2	33.6
15.	Union	NJ	15,537	757	20,524	2911	5,833	2.5	37.5
16.	Oakland	MI	14,893	1,154	12,906	3711	6,798	6.6	45.6
17.	Genesee	MI	14,859	132	112,569	3711	12,205	11.8	82.1
18.	Allegheny	PA	14,496	759	19,098	3312	5,171	8.0	35.7
19.	Dallas	TX	14,181	1,244	11,399	3674	925	6.8	6.5
20.	Middlesex	NJ	13,554	687	19,729	2911	2,619	1.1	19.3
21.	Orange	CA	13,107	1,012	12,952	3573	2,022	5.6	15.4
22.	Jackson	MO	13,019	496	26,248	3711	2,853	2.8	21.9
23.	East Baton Rouge	LA	12,904	142	90,871	2911	10,074	4.3	78.1
24.	Fairfield	CT	12,892	995	12,957	3721	1,797	5.5	13.9
25.	Hennepin	MN	12,767	989	12,908	3573	1,023	2.8	8.0
26.	Jefferson	KY	12,725	444	28,660	3711	1,461	1.4	11.5
27.	Hartford	CT	12,646	918	13,775	3724	4,054	27.6	32.1
28.	Baltimore Ind. City	MD	12,537	626	20,027	3312	2,528	3.9	20.2
29.	Monroe	NY	11,914	391	30,470	3861	6,591	35.7	55.3
30.	Marion	IN	11,663	613	19,027	3519	955	6.4	8.2
31.	Delaware	PA	11,238	233	48,231	2911	6,764	2.9	60.2
32.	Erie	NY	11,237	554	20,283	3312	2,190	3.4	19.5
33.	Bergen	NJ	11,023	1,162	9,486	2869	573	1.4	5.2
34.	Madison	IL	10,552	102	103,446	2911	6,749	2.9	64.0
35.	Maricopa	AZ	10,496	661	15,879	3674	1,802	13.2	17.2
36.	Lake	IN	10,456	214	48,858	3312	3,721	5.8	35.6
37.	Nassau	NY	10,431	986	10,579	3721	2,715	8.3	26.0
38.	Lucas	OH	10,298	411	25,056	2911	3,866	1.6	37.5
39.	Tarrant	TX	10,065	659	15,273	3721	1,947	5.9	19.3
40.	Galveston	TX	9,516	54	176,220	2911	7,014	3.0	73.7
41.	Providence	RI	9,475	1,324	7,156	3911	878	27.1	9.3
42.	New Haven	CT	9,261	957	9,678	2821	364	1.8	3.9
43.	Ramsey	MN	9,176	368	24,935	3573	1,693	4.7	18.4
44.	Contra Costa	CA	9,072	237	38,276	2911	5,611	2.4	61.9
45.	Montgomery	PA	8,867	724	12,247	2834	610	3.8	6.9
46.	Ingham	MI	8,848	141	62,755	3711	7,579	7.3	85.6
47.	Macomb	MI	8,709	758	11,490	3714	2,245	4.4	25.8
48.	Hudson	NJ	8,693	757	11,483	3661	1,088	7.7	12.5
49.	Essex	NJ	8,521	976	8,731	2833	786	27.6	9.2
50.	Calcasieu	LA	8,430	63	133,813	2911	7,079	3.0	84.0
	50-county total		**$834,332**	**49,263**	**$ 16,936**	**N.A.**	**$232,514**	**N.A.**	**27.9%**

N.A.—Not applicable.

Total Shipments: Gross value of all products produced by manufacturing establishments with 20 or more employees. **Total Plants:** Number of establishments with 20 or more employees. **Average Shipments Per Plant:** Mathematical average computed by dividing total plants into total shipments. **Leading SIC Industry:** The 4-digit manufacturing industry with the largest volume of shipments among those in the county. The next three columns refer to the leading SIC industry: its shipments by plants located in the county, and those shipments as a share of the industry's U.S. total and as a share of the county's all-manufacturing total (which is not shown in the *Survey* but is part of the records maintained by Economic Information Systems, supplier of the *Survey's* data). For SIC definitions, see the statistical section starting on page 55.

Note: Details may not add to totals due to rounding.

Source: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power.*

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that make up our economic structure? The reasons vary with the type of industry, but broadly fall into three categories:

1. Resource concentration. The geographic location of natural resources explains regional concentration patterns for most of the mining industries. For example, a handful of counties in Texas, Louisiana, Oklahoma, and California account for the bulk of our oil and gas output. Less obvious is the concentration of intellectual resources that have concentrated the manufacture of computers and advanced electronics in a few counties that make up Silicon Valley in California or the Route 128 complex in Massachusetts. These concentrations can be traced to the presence of advanced university facilities.

2. Market concentration. The output of many goods, generally those that are perishable, such as milk and bread, and services such as banks and hospitals, tends to be located close to the source of demand. Here, counties comprising large metropolitan areas account for the largest share of the buying potential of such industries.

3. Capital concentration. For some industries, such as automotive, steel, and chemicals, location decisions are often made as a compromise between proximity to sources of supply and market demand. Once the decision is made, however, such huge concentrations of capital equipment are required that the area becomes a center of attraction for other similar activities because of the availability of labor, transportation facilities, and suppliers of materials and services.

A good example is SIC 3861 photographic equipment & supplies. The *Survey* shows that a single county, Monroe, NY, with 13 establishments employing a total of 30,000 persons, accounts for 35% of the industry's total U.S. shipments. After George Eastman, who lived out his life in Rochester, NY, founded the Eastman Kodak Co., other manufacturers moved to Monroe County,

MARKET HIGHLIGHT

Outlook for manufacturing employment

Region & State	Manufacturing Employment 1982 (Thous.)	1987 (Thous.)	% Change 1977–82	1982–87
NEW ENGLAND	**1,428.1**	**1,548.1**	**+ 1.5%**	**+ 8.4%**
Connecticut	409.9	438.0	+ 0.8	+ 6.8
Maine	107.3	116.8	+ 1.3	+ 8.8
Massachusetts	633.2	693.8	+ 1.9	+ 9.6
New Hampshire	112.1	124.9	+10.4	+11.5
Rhode Island	116.6	118.6	− 9.6	+ 1.8
Vermont	49.0	56.0	+13.3	+14.3
MIDEAST	**3,584.2**	**3,613.9**	**− 7.3%**	**+ 0.8%**
Delaware	67.8	74.7	+ 0.4	+10.3
Dist. of Columbia	14.1	13.6	− 4.1	− 3.7
Maryland	214.1	224.3	− 8.9	+ 4.8
New Jersey	726.4	734.9	− 5.4	+ 1.2
New York	1,375.6	1,391.0	− 5.8	+ 1.1
Pennsylvania	1,186.2	1,175.3	−11.6	− 0.9
GREAT LAKES	**4,124.9**	**4,223.2**	**−17.0%**	**+ 2.4%**
Illinois	1,034.4	1,024.0	−16.7	− 1.0
Indiana	594.8	643.5	−16.6	+ 8.2
Michigan	876.3	931.9	−22.4	+ 6.3
Ohio	1,120.1	1,098.8	−16.7	− 1.9
Wisconsin	499.3	525.0	− 7.6	+ 5.2
PLAINS	**1,267.4**	**1,310.4**	**− 4.5%**	**+ 3.4%**
Iowa	212.9	216.9	−13.3	+ 1.9
Kansas	175.8	190.7	+ 1.6	+ 8.5
Minnesota	344.9	363.2	+ 1.7	+ 5.3
Missouri	405.9	405.1	− 7.7	− 0.2
Nebraska	87.6	92.9	− 3.3	+ 6.0
North Dakota	14.7	15.9	− 3.6	+ 8.0
South Dakota	25.4	25.6	+ 8.7	+ 1.0
SOUTHEAST	**4,271.6**	**4,609.0**	**− 1.8%**	**+ 7.9%**
Alabama	343.9	381.0	− 2.9	+10.8
Arkansas	197.5	206.1	− 5.7	+ 4.4
Florida	456.5	519.9	+19.8	+13.9
Georgia	494.2	520.5	N.C.	+ 5.3
Kentucky	250.9	273.8	−11.9	+ 9.1
Louisiana	205.5	200.7	+ 1.0	− 2.3
Mississippi	210.8	239.3	− 8.4	+13.6
North Carolina	774.5	834.5	− 0.9	+ 7.8
South Carolina	361.3	391.9	− 5.0	+ 8.4
Tennessee	478.2	512.1	− 5.8	+ 7.1
Virginia	397.9	424.2	− 0.8	+ 6.6
West Virginia	100.4	104.9	−18.9	+ 4.4
SOUTHWEST	**1,451.7**	**1,584.8**	**+20.7%**	**+ 9.2%**
Arizona	153.4	170.7	+34.7	+11.3
New Mexico	33.2	37.1	+ 3.0	+11.7
Oklahoma	187.4	197.1	+14.8	+ 5.2
Texas	1,077.7	1,180.0	+20.6	+ 9.5
ROCKY MOUNTAIN	**351.5**	**388.1**	**+11.4%**	**+10.4%**
Colorado	182.1	200.2	+19.1	+ 9.9
Idaho	49.4	59.8	− 8.8	+21.2
Montana	22.1	21.2	−11.8	− 4.1
Utah	87.8	96.6	+17.7	+10.1
Wyoming	10.2	10.3	+12.7	+ 1.1
FAR WEST	**2,470.5**	**2,656.2**	**+10.1%**	**+ 7.5%**
Alaska	11.0	12.5	− 0.8	+14.2
California	1,942.1	2,128.0	+12.4	+ 9.6
Hawaii	22.7	23.2	− 1.8	+ 2.4
Nevada	20.4	23.5	+34.9	+15.1
Oregon	189.9	192.9	− 7.9	+ 1.6
Washington	284.5	276.1	+ 9.4	− 3.0
U.S.	**18,949.8**	**19,933.8**	**− 3.8%**	**+ 5.2%**

N.C.—No change.

Notes: Details may not add to totals due to rounding. Percent change calculated from unrounded data.

Source: Data Resources, Inc.

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making it a center of technology for cameras, lenses, and related photographic equipment. Such companies include Xerox and Itek, several companies that manufacture lenses, such as Bausch & Lomb, Projection Optics, and Wollensak Optical, as well as other suppliers to the industry, including Rochester Film.

The concentration patterns revealed by the *Survey* will enable the marketer to "concentrate" his own time and efforts on the formulation of a winning sales strategy in a competitive environment.

SURVEY HIGHLIGHT

Profile of the 50 biggest manufacturing industries

1982 Rank	SIC	Industry	1982 Shipments ($ Mil.)	Total Plants	Shipments Per Plant ($000)	Index U.S. = 100	% Shipments Large Plants	1983 Forecast Shipments[1]
1	2911	Petroleum refining	$ 234,381	352	$665,855	4,267	91%	+ 4.0%
2	3711	Motor-vehicles & car bodies	103,547	179	578,477	3,707	99	+26.1
3	3312	Blast furnaces & steel mills	64,547	357	180,805	1,158	98	+24.6[2]
4	2011	Meat-packing plants	52,354	1,002	52,249	334	80	+ 3.3
5	3714	Motor-vehicle parts & accessories	51,387	1,249	41,142	263	93	+26.0
6	2869	Industrial organic chemicals, N.E.C.	41,577	525	79,194	507	87	+ 2.0
7	3573	Electronic computing equipment	36,145	1,214	29,773	190	90	+17.8
8	3721	Aircraft	32,756	123	266,307	1,706	99	− 1.9
9	3079	Misc. plastics products	31,587	4,892	6,457	41	65	+ 3.6
10	3662	Radio & TV communication equipment	27,462	1,215	22,602	144	89	+ 8.2
11	3531	Construction machinery	23,035	516	44,641	286	91	+ 4.0
12	2711	Newspapers	22,330	2,458	9,085	58	75	+ 2.2
13	2821	Plastics materials & resins	20,702	484	42,772	274	85	+ 5.6
14	2621	Paper mills, except building paper	20,027	343	58,388	374	97	+ 3.0
15	2026	Fluid milk	19,560	972	20,123	128	69	− 2.3
16	3861	Photographic equipment & supplies	18,451	397	46,475	297	86	+ 2.1
17	2752	Commercial printing, lithographic	16,893	1,904	8,873	56	52	+ 2.9[3]
18	2086	Bottled & canned soft drinks	16,387	1,607	10,197	65	56	+ 3.4
19	2834	Pharmaceutical preparations	15,839	464	34,135	218	92	+ 3.7
20	3585	Refrigeration & heating equipment	15,736	551	28,560	183	89	+11.8
21	3599	Nonelectrical machinery, N.E.C.	15,661	3,259	4,806	30	33	N.A.
22	3523	Farm machinery & equipment	15,551	873	17,814	114	80	+ 2.3
23	3731	Ship building & repairing	15,019	355	42,306	271	95	− 4.9
24	3519	Internal combustion engines, N.E.C.	14,913	137	108,853	697	96	N.A.
25	2819	Industrial inorganic chemicals, N.E.C.	14,877	599	24,836	159	84	+ 1.0
26	3724	Aircraft engines & engine parts	14,710	163	90,247	578	95	− 1.9
27	2421	Sawmills & planing mills, general	14,506	1,957	7,412	47	57	+12.3
28	3661	Telephone & telegraph apparatus	14,195	228	62,261	399	97	+ 2.1
29	3674	Semiconductors & related devices	13,633	315	43,279	277	94	+14.6
30	2653	Corrugated & solid-fiber boxes	13,056	1,100	11,869	76	73	+ 3.0
31	3679	Electronic components, N.E.C.	13,016	1,698	7,666	49	81	+12.7
32	2013	Sausage & other prepared meats	12,737	760	16,759	107	70	+ 3.8
33	2824	Organic fibers, noncellulosic	11,844	58	204,214	1,308	99	N.A.
34	2051	Bread, cake, & related products	11,759	1,376	8,546	54	82	− 1.3
35	3443	Fabricated plate work, boiler shops	11,645	1,262	9,227	59	71	N.A.
36	2851	Paints & allied products	11,580	886	13,070	83	61	+ 2.1
37	2075	Soybean oil mills	11,371	80	142,136	910	51	N.A.
38	3728	Aircraft equipment, N.E.C.	11,282	606	18,616	119	87	− 1.9
39	3533	Oil-field machinery	11,222	409	27,437	175	81	+ 2.0
40	2721	Periodicals	11,152	929	12,005	76	67	+ 2.7
41	2082	Malt beverages	11,051	83	133,147	853	98	+ 4.2
42	2048	Prepared feeds, N.E.C.	10,840	1,029	10,534	67	32	N.A.
43	2631	Paperboard mills	10,788	203	53,140	340	93	+ 3.5
44	2022	Cheese, natural & processed	10,493	327	32,087	205	65	+ 2.7
45	3651	Radio & TV receiving sets	10,418	281	37,074	237	93	+ 3.3
46	3441	Fabricated structural metal	10,222	1,715	5,960	38	55	− 4.1
47	3465	Automotive stamping	10,145	203	49,976	320	95	+26.1
48	3761	Guided missiles & space vehicles	10,109	72	140,401	899	98	+ 8.0
49	2016	Poultry-dressing plants	9,997	297	33,660	215	95	+ 3.2
50	3411	Metal cans	9,906	336	29,482	188	90	+ 2.0
		50-industry total	**$1,232,398**	**42,400**	**$ 29,066**	**186**	**86%**	**N.A.**

N.A.—Not available. N.E.C.—Not elsewhere classified. [1]Forecast is in 1972$. [2]Includes SIC 3315, 3316, 3317. [3]Includes SIC 2751, 2753, 2754.

Shipments: Revenue for output of all manufacturing establishments with 20 or more employees. **Total Plants:** Number of establishments with 20 or more employees. **Shipments Per Plant:** Mathematical average computed by dividing number of plants into total shipments. **Index:** Industry's average shipments per plant as a ratio of the all-U.S. average, $15.6 million, which represents par, or 100; number above or below 100 indicates degree of variance from the norm. **% Shipments Large Plants:** Share of industry shipments accounted for by plants with 100 or more employees. **1983 Forecast Shipments:** Estimate of 1982–83 percent change according to U.S. Commerce Dept.'s *1983 U.S. Industrial Outlook*.

Sources: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power*; U.S. Dept. of Commerce, *1983 U.S. Industrial Outlook*.

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For marketers in search of critical data, S&MM offers convenience packaging

The *Survey's* new format speeds users to their customer and prospect industries, providing instant profiles of the key centers of buying power potential.

By THAYER C. TAYLOR
Editorial Director
Survey of Industrial & Commercial Buying Power

Information that is timely, relevant, and actionable is essential for decision-making that produces winning sales strategies. And those are the three qualities that infuse the market and county data of *S&MM's* tenth annual *Survey of Industrial & Commercial Buying Power*.

The *Survey's* statistics are: (1) timely, because they are the only published source of 1982 data on industries at the U.S. and county levels; (2) relevant, because they describe more than 400 4-digit Standard of Industrial Classification (SIC) industries, the level of detail most often used by marketers for market analysis; and (3) actionable, because a new format makes it easier for the marketer to zero in on the markets he sells to as well as give him a bird's-eye view of the most important counties of each industry where buying potential is concentrated. The decision support system that the *Survey* offers enables the marketer to:

♦ Give his market planning and sales strategy a sharper focus.

♦ Deploy his sales force according to the customer industry's distinctive pattern of geographic concentration.

♦ Plan his advertising spending more effectively by aiming his media dollars at the most important buyers.

Several significant changes mark the *Survey's* statistical format this year, all designed to make it easier for the marketer to find the facts he is looking for and to get a fast picture of the local areas that offer maximum payout for selling efforts. Briefly, the former industry and county sections were combined into a redesigned single section (starting on page 55).

First, the 4-digit SIC industries are presented sequentially, starting with SIC 1011 iron ores mining and on up to SIC 8221 colleges & universities. Second, for each industry, the leading counties, that is, those with 1,000 or more employees in a particular industry, are ranked according to their volume of business. Third, the counties are followed with the industry's U.S. totals for establishments, large establishments (100 or more employees), shipments or receipts, employment, and share of business accounted for by the large establishments.

Fourth, industry coverage was expanded to include nonmanufacturing for the first time; in fact, 32 such industries, including the important service industries, are profiled in this year's *Survey*. Fifth, em-

ployment data at the county level have also been added as another first.

For the most part, shipments or receipts are the best indicator of buying potential because as an establishment generates more products or services it will need to purchase supplies and materials. However, for certain products used by individuals, such as uniforms or hand towels, employment can be a better indicator.

The changes reflect the findings of a user survey S&MM conducted last year. Respondents' replies indicated that, first, they are more interested in their customer and prospect industries than in counties, and, second, they wanted the data presented in a format that would save them precious time.

As a result, the *Survey* user, instead of having to wade through close to 3,000 counties and compile on worksheets the data of most interest to him, now can go directly to the relevant customer industries he sells to or prospect industries he hopes to sell to. There, he will find all the information he needs, county and U.S. totals, conveniently packaged, eliminating the need to switch back and forth between the former industry and county sections.

Here's a simple walk-through on how the *Survey* can be used in some of the most

SURVEY HIGHLIGHT

Most concentrated industries

SIC	Industry	Leading Counties' % Of SIC Total
2111	Cigarettes	97.99%
4511	Certificated air transportation	95.93
3711	Motor vehicles & car bodies	95.46
3721	Aircraft	95.14
3761	Guided missiles & space vehicles	93.07
3312	Blast furnaces & steel mills	90.58
4011	Railroads, line-haul operating	89.70
2824	Organic fibers, noncellulosic	89.44
3731	Ship building & repairing	86.28
4811	Telephone communication	86.26
3573	Electronic computing equipment	85.10
3662	Radio & TV communication equipment	84.69
3633	Household laundry equipment	84.56
8062	General medical & surgical hospitals	84.09
4931	Electrical & other services combined	83.29
3661	Telephone & telegraph apparatus	82.82
2823	Cellulosic man-made fibers	81.92
4912	Nuclear power	81.64
3011	Tires & inner tubes	81.47
3632	Household refrigerators & freezers	81.22
3671	Electron tubes, receiving type	81.06
3465	Automotive stamping	81.01
3674	Semiconductors & related devices	80.51
3484	Small arms	80.13
1629	Heavy construction, N.E.C.	79.76
3482	Small-arms ammunition	79.69
2822	Synthetic rubber	79.22
3519	Internal combustion engines, N.E.C.	79.01
3724	Aircraft engines & engine parts	78.60
1011	Iron ores	77.43
6025	National banks, Federal Reserve	76.81
7372	Computer programming & software	76.45
3728	Aircraft equipment, N.E.C.	76.21

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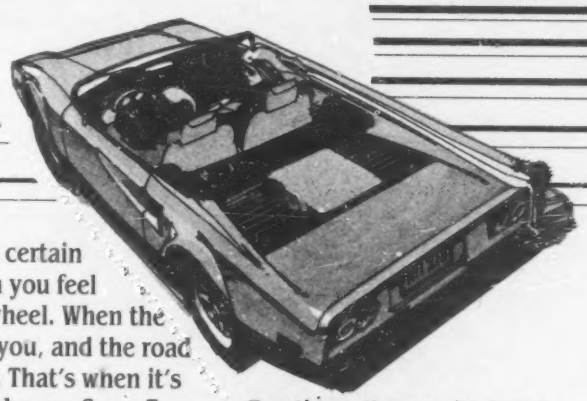

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critical decision-making areas of marketing management.

With all signs pointing to an economic recovery this year, the marketer will want to concentrate on those customer industries that will make the fastest getaway. The Highlight table on page 26 lists the manufacturing industries that the Commerce Dept.'s Bureau of Industrial Economics (BIE) ex-

SURVEY HIGHLIGHT

How manufacturing buying power is shifting

Region	% Of U.S. Shipments	% Of U.S. Total Plants	% Of U.S. Large Plants	Change In Pct. Points, 1973–82 Shipments	Change In Pct. Points, 1973–82 Total Plants	Change In Pct. Points, 1973–82 Large Plants
New England	6.13%	8.91%	8.57%	−0.29	+1.30	+0.08
Mideast	17.80	20.10	19.38	−4.25	−6.98	−3.94
Great Lakes	25.66	23.54	22.76	−3.16	+0.48	−1.63
Plains	7.62	7.25	6.72	+0.44	+0.80	+0.30
Southeast	20.57	20.39	24.03	+2.07	+3.18	+2.30
Southwest	9.76	6.95	6.03	+3.96	+1.47	+1.74
Rocky Mountain	1.99	2.04	1.61	+0.42	+0.49	+0.40
Far West	10.48	10.82	10.30	+0.82	−0.73	+0.75

Note: Details may not add to 100% due to rounding.
Sources: *Sales & Marketing Management's 1974* and *1983 Survey of Industrial & Commercial Buying Power.*
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Least concentrated industries

SIC	Industry	Leading Counties' % Of SIC Total
3449	Miscellaneous metal work	9.95%
3272	Concrete products, N.E.C.	9.85
2599	Furniture & fixtures, N.E.C.	9.79
3355	Aluminum rolling & drawing, N.E.C.	9.65
3991	Brooms & brushes	9.35
2648	Stationery products	8.58
3995	Burial caskets	8.58
2258	Warp-knit fabric mills	8.52
3399	Primary metal products, N.E.C.	7.99
3824	Fluid meters & counting devices	7.59
3446	Architectural metal work	7.37
3534	Elevators & moving stairways	7.31
2435	Hardwood veneer & plywood	6.91
2024	Ice cream & frozen desserts	6.83
2992	Lubricating oils & grease	6.64
2813	Industrial gases	6.11
1422	Crushed & broken limestone	5.76
2048	Prepared feeds, N.E.C.	5.72
3549	Metalworking machinery, N.E.C.	5.39
3273	Ready-mixed concrete	5.20
3362	Brass, bronze, & copper foundries	4.64
2434	Wood kitchen cabinets	4.44
2035	Pickles, sauces, & salad dressings	4.38
2452	Prefabricated wood buildings	3.99
2951	Paving mixtures & blocks	2.65

Leading Counties' % Of SIC Total: The share of an industry's total shipments/receipts accounted for by leading counties.
N.E.C.—Not elsewhere classified.
Note: "Most concentrated" industries: Leading counties account for more than 75% of U.S. shipments/receipts; "least concentrated" industries, less than 10% of U.S. shipments/receipts.
Source: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power.*
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pects will post the biggest increases in shipments this year. As establishments in the industries increase their output, they'll have to rebuild inventories that were cut back in the recent recession and step up purchases of materials and supplies, all of which spell sales opportunities.

The fastest-growing industry this year is expected to be SIC 3713 truck & bus bodies, according to BIE analysts. Going to that industry (on page 94), the marketer learns the following salient facts around which he can begin to plan his sales coverage, set sales quotas, and estimate his market potential.

The lineup of leading counties reveals that 16 counties, in nine states, are concentrated in the Midwest and West (see Table 1). Also, that of the industry's 430 establishments with 20 or more employees, 64, or 15%, are located in the leading counties, and 165, or 39%, in the nine states.

The differences between the two sets of numbers are explained thus: The leading counties are those with 1,000 or more employees in SIC 3713, whereas the state totals include all counties where at least one plant has 20 or more employees. Hence, counties with fewer than 1,000 employees will be part of the state total.

The most significant feature revealed by the data is that the buying potential of the leading county establishments is much greater than that suggested by their numbers. The plants in the leading counties, for example, turn out three-fifths, or 60%, of the industry's output, and those in the host states almost three-fourths, or 73%.

In other words, the leading counties' relative importance, as far as buying potential is concerned, is almost four times greater than a simple plant count indicates. And the host states' relative importance is almost twice as great as their plant count suggests.

Armed with this kind of insightful information, the marketer can build his sales strategy more effectively. He now knows where he should concentrate his selling emphasis, has a firmer foundation for devising sales quotas that have a realistic relationship to the marketing environment, and can construct reasonable estimates of the share of his total sales volume that each territory should contribute.

For example, the *Survey* indicates that one Michigan county, Oakland, ships 59% more product than Ohio's four leading counties combined. Also, that just 3 plants in Arizona's Maricopa County turn out 8% more business than do 18 plants in Los Angeles County.

If the marketer wants to dig deeper into the *Survey* data, he can construct a quality index

(continued on page 22)

TABLE 1. Sales planning SIC 3713 truck & bus bodies

County, State	*Plants*	*% Of U.S.*	*Shipments ($ Mil.)*	*% Of U.S.*	*Quality Index*
Maricopa, AZ	3	.70%	$ 43.8	1.81%	259
Los Angeles, CA	18	4.19	40.7	1.68	40
Allen, IN	3	.70	193.4	7.99	1,141
Marion, IN	3	.70	100.1	4.13	590
Jefferson, KY	4	.93	105.2	4.35	468
Macomb, MI	8	1.86	145.1	5.99	322
Oakland, MI	4	.93	364.1	15.04	1,617
Wayne, MI	2	.47	68.4	2.83	602
Jackson, MO	4	.93	33.9	1.40	151
St. Louis, MO	2	.47	59.5	2.46	523
Clark, OH	1	.23	84.1	3.47	1,509
Crawford, OH	2	.47	33.9	1.40	298
Lorain, OH	2	.47	68.4	2.83	602
Wayne, OH	4	.93	42.3	1.75	188
King, WA	5	1.16	41.6	1.72	148
Winnebago, WI	2	.47	32.3	1.33	283
Total	**64**	**14.88%**	**$1,449.2**	**59.86%**	**402**

SURVEY HIGHLIGHT

Summary of 2-digit major groups of industries

SIC	Industry	Number Of Estab. Total	Large	Total Employment	Total Shipments/ Receipts ($ Mil.)	% In Large Estab.
10	Metal mining	126	90	46,762	$ 3,295.8	96.29%
12	Bituminous coal & lignite mining	1,074	417	159,574	19,502.6	82.89
13	Oil & gas extraction	4,327	161	142,107	47,756.1	19.40
14	Nonmetallic minerals, exc. fuels	665	142	54,288	3,364.9	66.68
16	Heavy-construction contractors	4,896	1,179	619,839	48,887.1	79.06
20	Food & kindred products	12,853	4,221	1,589,494	246,077.9	75.65
21	Tobacco manufactures	141	86	59,486	13,643.2	98.10
22	Textile mill products	4,098	2,104	824,267	46,748.0	89.19
23	Apparel & other textile products	8,403	3,537	1,118,300	48,500.5	75.21
24	Lumber & wood products	6,652	1,499	559,529	42,401.4	59.08
25	Furniture & fixtures	4,045	1,220	441,016	22,067.0	71.29
26	Paper & allied products	4,374	1,832	661,997	75,913.3	85.57
27	Printing & publishing	10,896	2,217	995,300	74,700.0	66.67
28	Chemicals & allied products	6,298	1,929	946,747	152,533.8	82.69
29	Petroleum refining	1,462	387	172,139	199,778.5	89.48
30	Rubber & misc. plastics products	6,114	1,810	689,201	42,208.9	73.92
31	Leather & leather products	1,529	713	248,134	10,582.9	82.86
32	Stone, clay, & glass products	5,061	1,168	515,377	38,004.8	69.17
33	Primary metal industries	4,334	1,663	966,402	94,114.9	90.39
34	Fabricated metal products	17,962	4,240	1,734,723	111,905.6	69.96
35	Nonelectrical machinery	18,489	4,671	2,339,635	179,359.8	79.28
36	Electric & electronic equipment	7,062	3,096	1,645,499	128,805.5	90.11
37	Transportation equipment	4,501	1,896	1,670,673	200,281.3	95.65
38	Instruments & related products	3,472	1,151	521,427	42,059.3	82.28
39	Misc. manufacturing industries	4,631	1,071	435,709	23,919.1	67.47
40	Railroad transportation	399	171	310,178	14,776.9	97.28
45	Air transportation	280	98	265,328	21,656.8	97.45
48	Communications	1,310	196	419,339	26,341.4	92.59
49	Electric, gas, & sanitary services	4,197	665	725,090	141,837.5	82.52
50	Wholesale trade–durable goods	14,833	615	550,574	180,493.8	28.07
60	Banking	4,513	719	676,995	100,891.5	85.03
70	Hotels & other lodging places	4,738	571	446,443	15,438.8	66.64
73	Business services	2,236	458	226,464	14,573.8	73.67
80	Health services	6,368	4,695	2,902,485	133,586.6	96.55
82	Educational services	1,608	676	415,387	19,529.2	90.49
	U.S. total	**183,947**	**51,364**	**26,095,908**	**$2,585,538.5**	**78.08%**

DEFINITIONS: **SIC**: 2-digit classification used by federal government for major groups of industries. **Industry**: Classification by establishment's primary product or service. **Establishments**: A business or industrial unit at a single geographic location which produces or distributes goods, or performs services. **Total Establishments:** Units with 20 or more employees. **Large Establishments:** Units with 100 or more employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts.** Dollar value of the goods produced or services rendered. Shipments is associated with manufacturing and mining; receipts with construction, wholesale trade, and services industries. **% In Large Establishments**: Share of shipments/receipts accounted for by establishments with 100 or more employees.

Source: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power.*

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(QI), for example, that would link the number of accounts a salesperson will call on and the relative value of those accounts in terms of sales potential.

A simple QI can be built by dividing a county's share of industry shipments by its share of establishments.

When this calculation is made, Clark County, OH, and Allen County, IN, loom as attractive sales targets. Clark's single plant, representing 0.23% of the industry total, accounts for a much bigger 3.47% of industry shipments, for a QI of 1,494. Similarly, Allen County has only 0.70% of the industry's plants but chips in with 7.99% of total shipments, which translates into a QI of 1,145.

At the other end of the customer quality scale is Los Angeles County. The county has more customers that can be called on than any other county, 18, or 4.19% of the industry total. However, their output is one of the smallest among the 16 counties, accounting for only 1.68% of the industry total. As a result, its QI is only 40.

Industries differ markedly as to the concentration or dispersion of their establishments. Some industries, of course, must be located close to the nat-

TABLE 2. Industry concentration

Most concentrated industries

SIC	Industry	Total Estab.	Large Estab.	Shipments/ Receipts ($ Mil.)	% In Leading Counties	Shipments/ Receipts Per Employee
2111	Cigarettes	10	10	$10,885.8	97.99%	$309,063
4511	Certificated air transportation	280	98	21,656.8	95.93	81,623
3711	Motor vehicles & car bodies	179	110	75,270.6	95.46	260,930
3721	Aircraft	123	79	29,418.6	95.14	123,168
3761	Guided missiles & space vehicles	72	42	9,079.1	93.07	105,096
3312	Blast furnaces & steel mills	357	211	38,264.0	90.58	110,988

Least concentrated industries

SIC	Industry	Total Estab.	Large Estab.	Shipments/ Receipts ($ Mil.)	% In Leading Counties	Shipments/ Receipts Per Employee
2951	Paving mixtures & blocks	633	108	$ 2,284.9	2.65%	$ 54,856
2452	Prefabricated wood buildings	324	87	1,744.4	3.99	63,979
2035	Pickles, sauces, & salad dressings	204	72	3,820.9	4.38	163,237
2434	Wood kitchen cabinets	429	77	2,154.0	4.44	66,492
3362	Brass, bronze, & copper foundries	295	57	629.9	4.64	28,433

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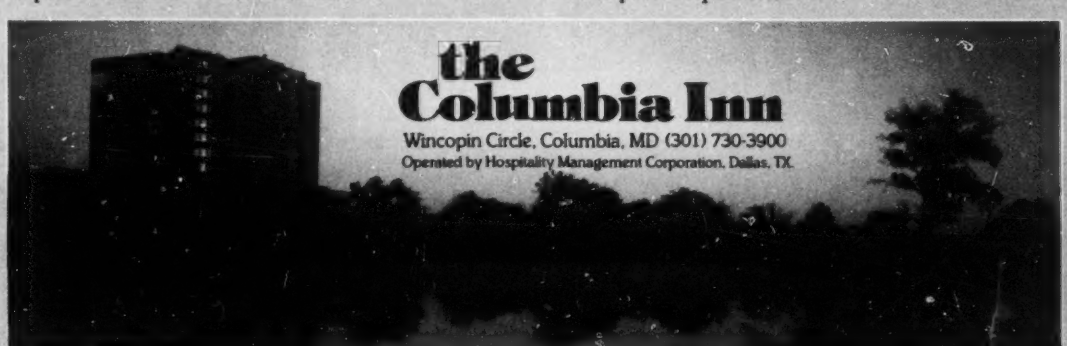

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ural resources they depend upon; others prefer to locate close to customer markets; and still others are relatively independent of either factor.

This has ramifications for sales force size and deployment. Obviously, the more concentrated an industry is geographically, the fewer salespeople will be needed to cover key accounts. Contrarily, the more dispersed the industry, the more sales territories will be necessary as well as the greater likelihood of having to use outside sales agents.

Cigarettes pace the pack

The marketer can easily gain insights into an industry's degree of concentration by summing the shipments/receipts of the leading counties and dividing the resultant figure into the industry's U.S. total.

When this is done, he will learn, for example, that SIC 2111 cigarettes is the most concentrated industry of all, with 97.99% of the industry's shipments flowing out from the seven leading counties (see Table 2). The next most concentrated industries, in order, are: SIC 4511 certificated air transportation, 34 counties, 95.93%; SIC 3711 motor vehicles & car bodies, 41 counties, 95.46%; SIC 3721 aircraft, 25 counties, 95.14%; SIC 3761 guided missiles & space vehicles, 11 counties, 93.07%, and SIC 3312 blast furnaces & steel mills, 53 counties, 90.58%.

At the other end of the spectrum, the *Survey* data also reveal those industries that are dominated by small establishments. The most dispersed industry is SIC 2951 paving mixtures & blocks, whose one leading county produces only 2.65% of industry output. The next most dispersed industries, all of which also have only one leading county, are: SIC 2452 prefabricated wood buildings, 3.99%; SIC 2035 pickles, sauces & salad dressings, 4.38%; SIC 2434 wood kitchen cabinets, 4.44%, and SIC 3362 brass, bronze, & copper foundries, 4.64%.

Analyzing the data, the marketer will note that the highly concentrated industries are much bigger than their least concentrated counterparts. Among the highly concentrated industries, for example, shipments range from $9.1 billion in guided missiles & space vehicles to $75.3 million in motor vehicles & car bodies, whereas among the least concentrated the range is much narrower, from $630 million in brass, bronze, & copper foundries to $3.8 billion in pickles, sauces & salad dressings.

Another notable difference between the two groups that will influence sales force size touches on the number of establishments and their size. The least concentrated industries have substantially more establishments to be called on, 1,889 vs. 1,024, but a much smaller portion of large plants, 21% vs. 54%.

All told, the leading counties account for 80% or more of an

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industry's shipments in 6.4% of the 409 industries that are profiled in the *Survey*. Between 60%–79% of total shipments are represented by the leading counties in 12.0% of the industries; 40%–59% in 27.4% of the industries; 20%–39% in 33.5% of the industries, and less than 20% in 20.8% of the industries.

Marketers strive to place their advertising dollars as effectively as they deploy their salespeople. Here, too, *Survey* data can help the marketer allocate his media dollars where they provide the strongest sales support.

A marketer who wants to advertise to SIC 3579 office machines (including typewriters), for example, is interested in spreading his advertising budget according to the location of his prospects. He learns from the *Survey* that there are 198 establishments in the industry, with small plants the dominant element. His goal is twofold: reach as many prospects as possible but with special emphasis on the larger plants.

He learns that there are eight leading counties containing 22% of the plants and seven host states with 55% of the plants (see Table 3). Fortunately, the key local areas account for larger shares of the bigger plants, the leading counties for 29% of such units, the host states for 60%.

Accordingly, he designs a buying power index (BPI) that assigns a weight of 6 for rela-

TABLE 3. Advertising planning SIC 3579 office machines, N.E.C.

	% Of U.S.			Buying
County, State	Total Plants	Large Plants	Small Plants	Power Index
Fairfield	2.02%	2.41%	1.74%	2.23
CONNECTICUT	3.54	3.61	3.48	3.58
Cook	13.13	18.07	9.57	15.74
ILLINOIS	15.66	21.69	11.30	18.84
Fayette	1.01	2.41		1.75
KENTUCKY	3.03	3.61	2.61	3.34
Bergen	3.03	1.20	4.35	2.06
NEW JERSEY	12.12	8.43	14.78	10.17
Cortland	.51	1.20		.87
Queens	1.01	1.20	.87	1.11
NEW YORK	11.62	9.64	13.04	10.57
Dauphin	.51	1.20		.87
PENNSYLVANIA	6.06	8.43	4.35	7.31
Travis	.51	1.20		.87
TEXAS	3.03	4.82	1.74	3.98

Note: Blank space indicates no plants.

tive share of large plants, 3 for total plants, and 1 for small plants (20–99 employees). On this basis, the BPI reveals that all of the counties but Bergen, NJ, should receive larger shares of the advertising budget than would be true if he relied on total plants alone as the deciding factor. Likewise, all of the seven states but New Jersey and New York should also receive larger shares of the budget.

The most significant changes in allocation would occur in Cook County, IL, and the state of Illinois, where the increases, based on the BPI, would be 2.61 and 3.18 percentage points, respectively. On the downside, New Jersey and New York would merit 1.95 and 1.05 percentage points less of the budget.

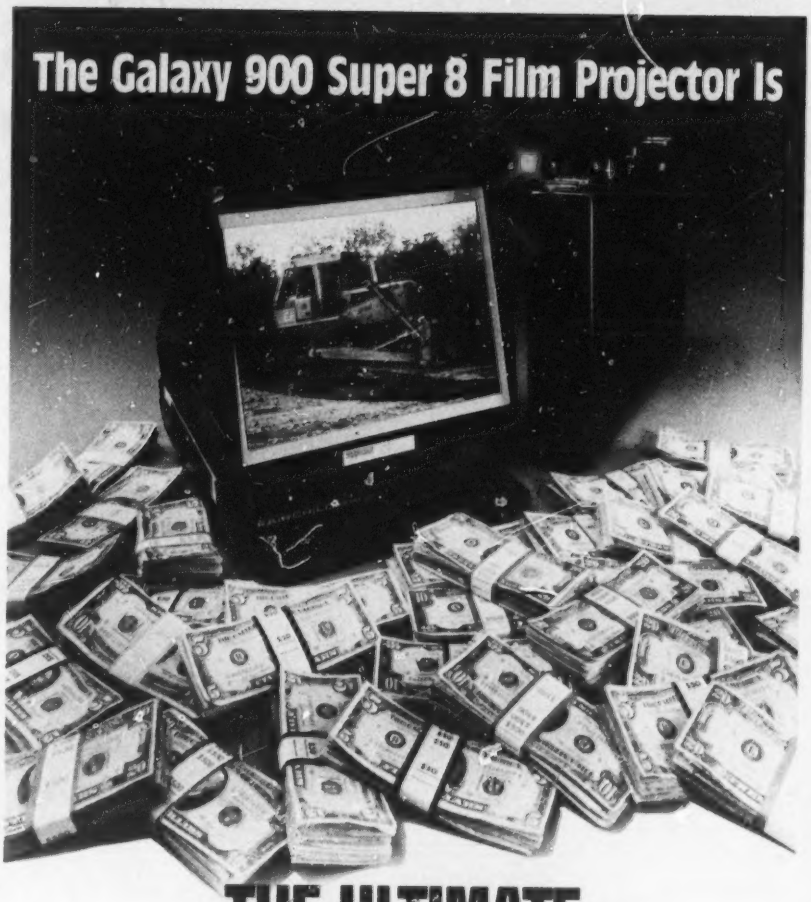
With this information, the marketer can compare the circulation breakdown of the several business magazines that serve the industry. He can either place regional ads for the editions covering the particular states or select those magazines whose circulation pattern most closely resembles the BPI pattern.

SPECIAL 1983 OUTLOOK

A broad comeback that falls short

Most of the manufacturing industries that will post the biggest growth rates in shipments this year will still fall short of matching the output of their peak years, a pattern that will underscore the depths of the recessions that have characterized the first three years of the 1980s. This bit of insight comes from an interesting analysis that is part of the Commerce Dept.'s annual *Industrial Outlook* report.

In fact, only 4 of 1983's 20 fastest-growing manufacturing industries will top the output they generated in their peak years between 1972 and 1980. Not surprisingly, three of the four are in the hi-tech category: SIC 3573 electronic computing equipment, whose expected 1983 output will



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1983's fastest-growing manufacturing sectors

SIC	Industry	% Change 1982–83	% Change 1981–82	1983 Shipments Forecast (Mil. 1972$)	Compound Annual Change Rate From Peak Year
3713	Truck & bus bodies	+29.8%	+ 3.6%	$ 2,115	– 4.8%
3711	Motor vehicles & car bodies	+26.1	– 4.2	45,200	– 4.5
3465	Automotive stampings	+26.1	– 4.2	4,750	– 3.8
3714	Motor-vehicle parts & accessories	+26.0	– 4.2	18,200	– 4.7
331[1]	Steel-mill products	+24.6	–21.5	24,306	– 3.9
3639	Household appliances, N.E.C.	+20.9	–21.8	833	– 0.9
3715	Truck trailers	+20.7	– 3.1	1,366	– 6.3
3573	Electronic computing equipment	+17.8	+10.9	40,190	+15.5
3631	Household cooking equip.	+15.7	–19.8	1,337	– 4.8
2448	Wood pallets & skids	+14.9	–12.6	536	+ 1.8
3674	Semiconductors & related devices	+14.6	+ 6.0	11,294	+ 5.5
332[2]	Iron & steel foundries	+14.3	–27.0	3,162	– 5.5
3678	Electronic connectors	+13.2	+ 8.6	2,618	+ 8.0
3679	Electronic compon., N.E.C.	+12.7	+ 2.8	13,808	+ 5.0
2421	Sawmills & planing mills	+12.3	– 8.2	6,540	– 0.4
3632	Household refrigerators & freezers	+12.1	–17.9	1,362	– 7.3
3585	Refrigerat. & heat. equip.	+11.8	–18.5	6,413	– 6.0
2492	Particleboard	+10.6	– 4.1	254	– 3.2
2514	Metal household furniture	+10.2	–21.7	N.A.	– 3.1
3041	Rubber & plastics hose	+10.0	–15.4	990	– 6.2

N.E.C.—Not elsewhere classified. [1]Includes SIC 3312, 3315-7.
N.A.—Not available. [2]Includes SIC 3321-2, 3324-5.
Source: Bureau of Industrial Economics, *1983 U.S. Industrial Outlook with Projections for 1987.* The 558-page report is available for $11 from Supt. of Documents, U.S. Govt. Printing Office. Washington DC 20402.
*Sales & Marketing Management.

top its peak-year shipments by a comfortable 54%; SIC 3678 electronic connectors, 26%; SIC 3679 electronic components, not elsewhere classified, 16%; and SIC 2448 wood pallets & skids, 5%.

Most of the sectors that will fall short despite strong run-ups are so-called basic industries. For example, a zippy 25% surge in steel-mill shipments will still leave that industry 30% under its peak-year level, and a 14% run-up by iron and steel foundries will fall 40% short of the industry's best year.

Comparing an industry's 1983 performance with its peak gives marketers valuable insights into the nature of a customer industry's growth. Morton Schnabel, industry analyst with the Commerce Dept.'s Bureau of Industrial Economics (BIE), which prepares the *Industrial Outlook*, points out that "two industries with equal rates of growth in the 1982–83 period may not be equally well-poised for continued future expansion. One industry could be moving forward from an historical peak in 1982, while another with an equal growth rate could be recovering a small portion of a substantial loss sustained in the earlier year."

Only 1 in 3 do better

As a matter of fact, only 57 of this year's 173 gainers will do better than in their peak years in the 1972–80 period. Interestingly, the bulk of the high-steppers achieved their peaks in the tail end of the 1972–80 span. Some 37 did so in 1980, Schnabel says, another 12 in 1979.

The leaders of this elite group, who will exceed peak-year shipments by the widest margins, have a hi-tech character. They are: SIC 3573 electronic computing equipment, with a compound annual growth rate of 15.5% from its peak year; SIC 3661 telephone & telegraph apparatus, 12.4%; SIC 3579 office machines, not elsewhere classified (including typewriters), 9.7%; SIC 3662 radio & TV communication equipment, 9.3%; and SIC 3678 electronic connectors, 8.0%.

At left, above, is the lineup of manufacturing industries expected to show the strongest improvement in 1983.

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MARKET HIGHLIGHT

Services outlook: All sectors go

SIC	Industry	% Change In Receipts 1982–83	% Change In Receipts 1981–82	1983 Receipts Forecast ($ Mil.)
4811	International telephone & telegraph	+19.2%	+ 7.8%	$ 2,890
4899	Cable TV	+15.7	+16.7	2,800
	Franchising	+12.9	+ 5.8	435,800
80	Health & medical services	+12.5	+12.0	361,000
4833	TV broadcasting	+12.0	+11.7	12,280
6311	Life insurance	+11.9	+10.6	133,300
4832	Radio broadcasting	+11.7	+ 9.9	4,480
731	Advertising (expenditures)	+10.3	+10.4	74,700
783	Motion-picture theatres	+10.0	-13.9	4,230
701	Hotels & motels	+ 9.0	+ 9.0	31,647
50	Wholesale trade: durables	+ 8.0	- 2.1	52,855
80	Educational services	+ 8.0	+10.2	215,300
4011	Railroads	+ 7.7	- 3.3	32,000
891	Engineering, architectural, & survey services	+ 6.4	+ 5.9	32,847
421	Trucking: local & long-distance	+ 6.1	- 4.9	112,100
4811	Domestic telephone & telegraph	+ 4.9	+ 3.4	58,200
451	Air transportation	+ 2.8	- 1.4	37,000

Source: Bureau of Industrial Economics, *1983 U.S. Industrial Outlook with Projections for 1987.*
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CAPITAL-SPENDING OUTLOOK

Big-ticket sales prospects bleak

Although consumer goods marketers anticipate an upsurge of big-ticket sales in the auto and housing areas, industrial marketers may have to wait until 1984 for such sales. The two most widely-followed surveys of capital-spending plans point to a continued downturn this year on the heels of last year's 1.6% dip.

A 1.7% decline in outlays for new plant and equipment is forecasted by the Commerce Dept., a steeper 2.9% drop by McGraw-Hill Co. On an inflation-adjusted basis, allowing for expected rises in capital-goods prices, the declines will be sharper. The Commerce Dept., forecasting a 1.7% rise in such prices, projects a 3.8% decline in spending, while McGraw-Hill, expecting a 6.5% price rise, projects an 8.8% plunge.

If the forecasts pan out, the industrial selling environment will be distinctly different from that following the end of 1980's mini-recession. At that time, real capital spending surged 6.2% during the first four recovery quarters, almost twice as fast as real gross national product did.

Special factors are dampen-

In 1983, no progress at all

Industry	1983 Capital-Spending Forecast ($ Bil.)	% Change 1982–83
TOTAL NONAGRICULTURAL INDUSTRY	$310.92	- 1.7%
MANUFACTURING	115.90	- 3.2
Durable goods	54.22	- 3.9
Primary metals	5.95	-20.2
Fabricated metals	2.34	- 9.7
Electrical machinery	10.97	+ 3.3
Nonelectrical machinery	13.12	+ 1.8
Transportation equipment	14.56	- 4.0
Stone, clay, & glass	2.43	- 6.9
Other durables	4.84	- 5.7
Nondurable goods	61.69	- 2.4
Food & beverage	7.46	- 3.6
Textiles	1.31	- 1.5
Paper	6.09	+ 2.0
Chemicals	13.69	+ 3.2
Petroleum	24.57	- 7.9
Rubber	1.84	+ 7.6
Other nondurables	6.71	+ 2.9
NONMANUFACTURING	195.02	- 0.9
Mining	15.46	+ 0.1
Transportation	11.00	- 7.9
Public utilities	41.00	- 2.3
Trade & services	87.78	+ 1.0
Communications & other	39.78	- 1.7

Source: Commerce Dept.'s Bureau of Economic Analysis.

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ing capital spending this time around. With only two-thirds of their capacity currently used, manufacturers may feel this year's modest recovery can be handled by the unused facilities. Irwin L. Kellner, economist with Manufacturers Hanover Trust bank, notes that "Following the three major postwar recessions, capacity utilization first rebounded to above 80% before a revival in investment got under way."

Ironically, weakening oil prices may be crimping spend-

In 1984, signs of hope

Industry	1984 Capital-Spending Forecast ($ Bil.)	% Change 1983–84
TOTAL NONAGRICULTURAL INDUSTRY	$326.37	+ 5.1%
MANUFACTURING	132.24	+12.1
Durable goods	64.33	+17.8
Iron & steel	2.74	+23.6
Nonferrous metals	2.92	+29.6
Electrical machinery	12.99	+18.8
Nonelectrical machinery	15.03	+15.4
Autos, trucks, & parts	10.46	+23.4
Aerospace	6.95	+10.2
Febricated metals	2.72	+46.6
Instruments	2.91	+ 7.4
Stone, clay, & glass	3.38	+34.7
Other durables	4.23	– 1.5
Nondurable goods	67.91	+ 7.1
Food & beverage	8.33	+ 2.3
Textiles	1.25	– 6.0
Paper & pulp	6.42	– 0.1
Chemicals	14.42	+11.4
Petroleum	27.86	+ 6.8
Rubber	2.33	+47.9
Other nondurables	7.30	+ 5.6
NONMANUFACTURING	194.13	+ 0.8
Mining	14.83	+ 2.4
Railroads	5.76	+40.3
Airlines	2.08	–40.8
Electric utilities	29.60	–11.4
Gas utilities	8.81	+27.3
Trade & services	87.95	+ 1.7
Communications & other	45.10	+ 3.2

Notes: McGraw-Hill's 1983–84 percent change is based upon what respondents anticipated their spending would be in 1983. For example, the McGraw-Hill survey projects total 1983 spending at $310.64 billion vs. the Commerce Dept.'s $310.92 billion. For the most part, both Commerce and McGraw-Hill use similar industry classifications, although there are some differences, for example, the primary metals category used by Commerce is broken down by McGraw-Hill into iron & steel and nonferrous metals.
Source: McGraw-Hill Co.'s Economics Dept.
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ing plans. As those prices fall, McGraw-Hill senior economist Joseph Spiers points out, alternative energy projects are put on hold. However, he adds, "Once lower oil prices stimulate economic growth, investment should pick up. It's possible that investment next year will exceed our survey's projected 5.1% gain."

One sensitive indicator to watch that may signal an earlier upturn in spending is corporate profits. Jack W. Lavery, Merrill Lynch chief economist, sees "substantial improvements" in profits this year, with net income by the fourth quarter exceeding the year-ago period by a strong 28%. With more cash in the till, businesses may be more willing to loosen their purse strings.

MARKET HIGHLIGHT

Total nonagricultural employment outlook

Region & State	Nonagricultural Employment 1982 (Thous.)	1987 (Thous.)	% Change 1977–82	1982–87
NEW ENGLAND	**5,433.2**	**6,044.2**	**+ 9.0%**	**+11.2%**
Connecticut	1,413.8	1,565.2	+10.3	**+10.7**
Maine	411.9	456.5	+ 6.2	**+10.8**
Massachusetts	2,615.1	2,907.6	+ 8.2	**+11.2**
New Hampshire	399.5	458.5	+17.2	**+14.8**
Rhode Island	391.0	424.7	+ 2.4	**+ 8.6**
Vermont	202.0	231.7	+15.2	**+14.7**
MIDEAST	**17,428.9**	**18,750.5**	**+ 4.9%**	**+ 7.6%**
Delaware	254.9	285.6	+ 6.8	**+12.0**
Dist. of Columbia	601.7	657.6	+ 4.0	**+ 9.3**
Maryland	1,681.8	1,897.0	+ 8.8	**+12.8**
New Jersey	3,059.4	3,410.5	+ 7.9	**+11.5**
New York	7,268.1	7,695.0	+ 6.0	**+ 5.9**
Pennsylvania	4,563.1	4,804.9	N.C.	**+ 5.3**
GREAT LAKES	**15,934.1**	**17,044.8**	**– 1.9%**	**+ 7.0%**
Illinois	4,631.4	4,975.9	– 0.5	**+ 7.4**
Indiana	2,019.8	2,183.4	– 4.4	**+ 8.1**
Michigan	3,211.4	3,431.4	– 6.7	**+ 6.9**
Ohio	4,199.1	4,413.6	– 0.7	**+ 5.1**
Wisconsin	1,872.5	2,040.5	+ 4.1	**+ 9.0**
PLAINS	**6,747.9**	**7,426.1**	**+ 4.7%**	**+10.0%**
Iowa	1,049.9	1,120.1	– 2.7	**+ 6.7**
Kansas	937.7	1,092.2	+ 7.7	**+16.5**
Minnesota	1,722.9	1,922.2	+ 7.9	**+11.6**
Missouri	1,939.9	2,051.4	+ 4.2	**+ 5.7**
Nebraska	612.8	690.2	+ 4.6	**+12.6**
North Dakota	251.9	279.1	+14.0	**+10.8**
South Dakota	232.7	271.1	+ 2.7	**+16.5**
SOUTHEAST	**19,582.8**	**22,076.1**	**+11.6%**	**+12.7%**
Alabama	1,334.4	1,470.9	+ 5.1	**+10.2**
Arkansas	720.0	774.3	+ 3.5	**+ 7.5**
Florida	3,765.4	4,470.1	+28.3	**+18.7**
Georgia	2,165.2	2,431.4	+12.9%	**+12.3%**
Kentucky	1,166.4	1,271.0	+ 0.7	**+ 9.0**
Louisiana	1,628.7	1,819.5	+19.4	**+11.7**
Mississippi	804.1	916.3	+ 5.0	**+14.0**
North Carolina	2,342.2	2,598.6	+ 7.6	**+10.9**
South Carolina	1,167.4	1,319.6	+ 7.9	**+13.0**
Tennessee	1,720.8	1,892.0	+ 4.4	**+ 9.9**
Virginia	2,160.4	2,454.0	+11.9	**+13.6**
West Virginia	607.7	658.4	– 0.6	**+ 8.3**
SOUTHWEST	**8,999.5**	**10,392.1**	**+26.7%**	**+15.5%**
Arizona	1,033.9	1,242.4	+27.8	**+20.2**
New Mexico	474.3	530.7	+14.2	**+11.9**
Oklahoma	1,205.8	1,379.2	+24.1	**+14.4**
Texas	6,285.6	7,239.8	+28.1	**+15.2**
ROCKY MOUNTAIN	**2,677.6**	**3,191.7**	**+17.0%**	**+19.2%**
Colorado	1,288.1	1,537.0	+21.8	**+19.3**
Idaho	318.7	369.1	+ 3.7	**+15.8**
Montana	291.0	350.8	+ 9.9	**+20.6**
Utah	563.4	659.2	+15.3	**+17.0**
Wyoming	216.3	275.7	+26.9	**+27.4**
FAR WEST	**13,551.8**	**15,797.5**	**+15.5%**	**+16.6%**
Alaska	182.9	188.6	+10.3	**+ 3.1**
California	10,018.5	11,809.1	+16.5	**+17.9**
Hawaii	401.4	482.1	+11.7	**+20.1**
Nevada	418.6	537.5	+35.8	**+28.4**
Oregon	975.9	1,082.6	+ 4.2	**+10.9**
Washington	1,554.5	1,697.6	+13.7	**+ 9.2**
U.S.	**90,355.8**	**100,722.9**	**+ 8.9%**	**+11.5%**

N.C.—No change.
Notes: Details may not add to totals due to rounding. Percent changes calculated from unrounded data.
Source: Data Resources, Inc.
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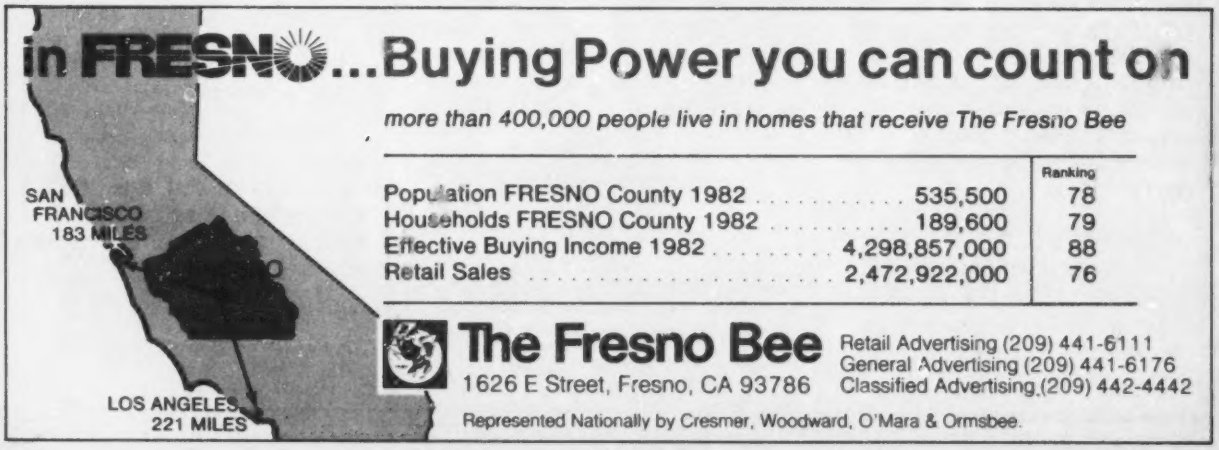
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What is this thing called SIC?

By RICHARD KERN
Associate Survey Editor

The Standard Industrial Classification (SIC) system was developed by the federal government to facilitate the collection and analysis of data pertaining to all industries involved in economic activity in the U.S.

Within the system, each major area of activity, referred to as **Divisions**, is first assigned a 2-digit classification code. For example, the manufacturing division covers SIC 20 to SIC 39. Each division is divided into **Major Groups**, such as SIC 20 food. These, in turn, are subdivided into more than 150 3-digit **Industry Groups**, such as SIC 208 beverages. At the next level of detail, they are separated into a number of 4-digit **Specific Industries**, such as SIC 2082 malt beverages and SIC 2086 bottled & canned soft drinks.

The *Survey of Industrial & Commercial Buying Power* uses the 4-digit codes, since this is the level of detail most widely used by marketers.

The basic reporting unit in the SIC system is the **Individual Establishment**, defined as a single physical location where business is conducted or where services or industrial operations are performed. Thus establishments should not be confused with companies.

In the statistical section, starting on page 55, the various **Major Groups** are listed sequentially according to their 2-digit classifications, along with their corresponding 4-digit subgroups (**Specific Industries**). For each 4-digit industry, the *Survey* reports for each leading county the **Total Establishments** (those with 20 or more employees) and **Large Establishments** (100 or more employees). Also included are total **Employment** and total dollar **Shipments** or **Receipts**, along with a percentage total that represents the share of revenue produced in establishments with 100 or more employees.

It should be mentioned that SIC data, despite their usefulness, have certain limitations. First, assigning the entire output of a multiproduct establishment to a single 4-digit manufacturing industry (an unavoidable consequence of this type of system) can overstate the shipments total for that industry, as well as understate the industry totals of the establishment's secondary products or services.

The second, and most serious, limitation—but at the same time the *Survey's* biggest plus—is the nondisclosure rule that bars the Census Bureau from publishing data that can identify an individual establishment. Because the largest establishments are often affected, their shipments/receipts totals would be excluded from the Census Bureau's industry totals, leading to a serious understatement at the local level.

Economic Information Systems, New York City, from whose data bank the *Survey* information is drawn, does not face this restriction and includes such units in its totals.

For a more detailed listing of all industries and their definitions, the *Standard Industrial Classification Manual* is available from the U.S. Government Printing Office, Washington, DC 20402; price: $15. The 1977 *Supplement*, which incorporates some minor additions and revisions, is also available from the Government Printing Office, at a cost of $2.

SURVEY HIGHLIGHT

S&MM's Survey vs. government shipments data

SIC	Industry	1982 Shipments Total As Reported By: Economic Information Systems ($ Mil.)	Census Bureau ($ Mil.)	1981–82 % Charge EIS	1981–82 % Charge CB	EIS Shipments As Ratio Of CB[1]
	Durable Goods	**$ 882,919**	**$ 918,461**	**–10.6%**	**– 8.2%**	**96**
24	Lumber	42,401	N.A.	–14.2	N.A.	N.A.
25	Furniture	22,067	N.A.	+ 5.9	N.A.	N.A.
32	Stone, clay, & glass	38,005	45,344	–19.4	– 7.7	84
33	Primary metals	94,115	102,307	–29.8	–25.2	92
34	Fabricated metals	111,906	114,277	– 6.1	– 7.3	98
35	Nonelectrical machinery	179,360	183,793	– 9.2	– 9.6	96
36	Electrical, electronic equipment	128,806	138,115	– 2.9	+ 0.1	93
37	Transportation equipment	200,281	193,516	– 6.5	– 4.6	104
38	Instruments	42,059	46,666	–13.2	– 1.9	90
	Miscellaneous[2]	(88,388)	94,263	– 6.0	– 4.3	94
	Nondurable Goods	**$ 911,687**	**$ 967,592**	**– 2.8%**	**– 2.6%**	**94**
20	Food	246,078	271,645	– 4.2	+ 0.9	91
21	Tobacco	13,643	14,387	+ 4.5	+10.7	95
22	Textile mills	46,748	49,565	– 4.4	– 5.2	94
23	Apparel	48,501	N.A.	–15.3	N.A.	N.A.
26	Paper	75,913	78,174	+ 2.0	– 1.7	97
27	Printing & publishing	74,700	N.A.	+ 6.4	N.A.	N.A.
28	Chemicals	153,534	169,087	–12.1	– 3.4	91
29	Petroleum & coal	199,779	201,936	+ 6.8	– 8.3	99
30	Rubber & plastics	42,209	42,705	– 7.1	– 8.2	99
31	Leather	10,583	N.A.	– 0.8	N.A.	N.A.
	Miscellaneous[3]	(133,783)	140,093	– 3.1	– 4.1	95
	All-manufacturing total	**$1,794,606**	**$1,886,053**	**– 6.8%**	**– 5.4%**	**95**

N.A.—Not available.

[1]EIS's data bank does not include plants with less than 20 employees or establishments in Alaska and Hawaii; hence, its shipments estimates should always be less than those reported by the Census Bureau.

[2]Census Bureau's durable goods miscellaneous category includes SIC 24 lumber, SIC 25 furniture, and SIC 39 other durable goods. The EIS figure is in parentheses because it represents a double-counting of SICs 24 and 25 as well as $23,919 million for EIS's own "miscellaneous manufacturing industries."

[3]Census Bureau's nondurable goods miscellaneous category includes SIC 23 apparel, SIC 27 printing & publishing, and SIC 31 leather. The EIS figure is in parentheses because it is a double-counting of those three SICs.

Sources: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power*; Census Bureau, *Manufacturers' Shipments, Inventories, and Orders* M3-(83)-1.

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SURVEY HIGHLIGHT

Counties to watch

SIC	Industry	State	County	Total Plants	Large Plants	Shipments/ Receipts ($ Mil.)	% Of SIC Total
1011	Iron ores	MN	St. Louis	19	14	$ 623.1	39.25%
1021	Copper ores	AZ	Pima	11	11	516.3	30.23
2043	Cereal & breakfast foods	MI	Calhoun	3	3	1,369.9	40.30
2044	Rice milling	TX	Harris	5	5	683.4	38.43
2066	Chocolate & cocoa products	PA	Dauphin	1	1	524.8	26.46
2111	Cigarettes	NC	Forsythe	1	1	3,708.8	34.07
2259	Knitting mills	WI	Outagamie	1	1	31.5	26.38
2272	Tufted carpets & rugs	GA	Whitfield	58	28	1,544.4	27.22
2371	Fur goods	NY	New York	69	4	397.3	65.47
2396	Auto & apparel trimmings	MI	Kent	3	2	571.2	26.32
2721	Periodicals	NY	New York	233	51	3,120.7	31.15
2823	Cellulosic fibers	TN	Sullivan	1	1	440.1	29.32
2833	Medicinals & botanicals	NJ	Essex	4	2	864.5	27.62
2874	Phosphatic fertilizers	FL	Polk	9	9	1,602.1	31.94
2892	Explosives	VA	Montgomery	1	1	281.3	27.44
3482	Small-arms ammunition	IL	Madison	1	1	158.1	25.28
3511	Turbines & turbine generators	NY	Schenectady	4	4	1,002.8	27.83
3533	Oil-field machinery	TX	Harris	81	37	2,293.1	29.05
3635	Household vacuum cleaners	OH	Stark	1	1	203.6	27.76
3636	Sewing machines	IL	Cook	6	3	144.5	36.81
3647	Vehicular lighting equipment	IN	Madison	1	1	385.1	41.36
3674	Semiconductors & equipment	CA	Santa Clara	50	37	3,754.9	33.85
3724	Aircraft engines & parts	CT	Hartford	19	10	3,641.0	27.56
3795	Tanks & tank components	OH	Allen	1	1	413.4	32.79
		MI	Macomb	4	2	377.2	29.92
3861	Photographic equipment & supplies	NY	Monroe	12	9	6,228.4	35.72
3911	Jewelry & precious metal	RI	Providence	148	28	757.9	26.82
3915	Jewelry materials & lapidary	RI	Providence	55	9	571.4	54.02
3961	Costume jewelry	RI	Providence	132	37	522.6	53.55
3993	Buttons	NY	New York	24	4	33.0	33.13
3996	Hard-surface floor coverings	PA	Lancaster	2	1	348.4	55.72
4511	Certificated air transportation	NY	New York	9	6	7,497.7	34.25

Note: The counties listed represent an SIC industry share of 25% or more of the U.S. total. Source: *Sales & Marketing Management's 1983 Survey of Industrial & Commercial Buying Power.*

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EIS and Census: Why they don't agree

1980 Manufacturing Plant Counts

	Plants With 20–99 Employees	Plants With 100 Or More Employees	Plants With 20 Or More Employees
EIS	96,515	42,490	139,005
CBP	85,721	39,700	125,421

Marketers who compare the *Survey of Industrial & Commercial Buying Power (SICBP)* establishment totals with those in the Census Bureau's annual *County Business Patterns (CBP)* state reports should bear in mind why the two sources may not always agree.

Obviously, no private-sector information source such as Economic Information Systems (EIS), which supplies the *Survey's* data, can duplicate the bureau's financial and personnel resources, not to mention its legal power to compel answers. Also, as Bentley H. Paykin, EIS's managing director, points out, the *CBP* reports pertain to a fixed point in time (a week in March, although first-quarter and annual payroll data are reported), whereas EIS maintains a dynamic data base, constantly inputting new information, excising out-of-date information.

Paykin also cites the following facts of life in data collection that can lead to honest differences:

"1. Establishments on the borderline of a size class—*CBP* uses nine different categories—can move from one category to the next with a change in just one or two employees. Such movements can be considerable over the two-year time frame in which *CBP* data trail *SICBP* data.

"2. Employment data comparisons are inherently imprecise. *CBP* shows employment for a specific pay period whereas companies generally report it as an annual average. Small companies tend to inflate their employment, so that many establishments with 15 or 16 employees will claim to have 20.

"3. EIS's technical procedures for reconciling its files against annual *CBP* reports invariably leave a residual of unreconciled establishment locations. When the differences are uncovered, they continue in our files as the process of reconciliation goes on. After the file is updated, the old differences disappear but new ones appear.

"4. When large establishments produce more than one product in significant volumes, EIS adds a second, third, or fourth establishment to the same address, along with the appropriate SIC code and employment. This increases the number of establishments in the EIS file as compared to the *CBP* file."

Paykin stresses that the "major discrepancy between the Census Bureau and EIS is in establishment totals. There is less disparity on the value of shipments, which is the key statistical measure of industrial buying power and industrial activity."

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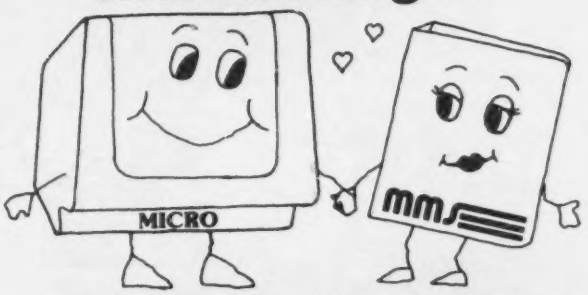

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1983
Survey of Industrial & Commercial Buying Power

Leading counties for more than 300 manufacturing and 30 nonmanufacturing industries, ranked in order of importance

The Survey's New Look

The *Survey's* statistical format was redesigned this year to make the data more helpful and easier to use.

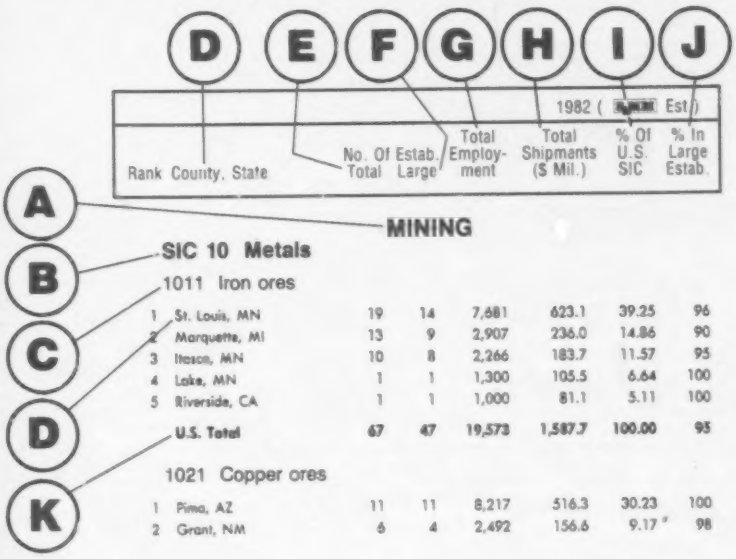
Because readers indicated they are primarily interested in customer and prospect industries, rather than geography, the former County-by-County and SIC Totals sections were combined into one statistical section, with a new format, which ranks the leading counties with 1,000 or more employees for each 4-digit detailed industry. The industries appear sequentially according to the Standard of Industrial Classification (SIC) system used by the federal government.

At the end of the county listings for each 4-digit industry, the U.S. totals for that industry are presented. Thus the marketer can go right to those industries of most interest to his sales planning and learn at a glance the size of his target market, where the buying potential is concentrated, and the relative importance of the leading counties.

A second major change expands the *Survey's* coverage to include nonmanufacturing industries for the first time. Now, marketers can determine where the faster-growing service industries, for example, are located.

We feel that these changes greatly enhance the *Survey's* informational value and ease of use. Of course, as always, we welcome your comments on the changes.

Guide to using S&MM's Survey of Industrial & Commercial Buying Power



A The *Survey's* statistical format follows the sequence used in the federal government's Standard Industrial Classification (SIC) system that classifies economic activity in the U.S. The system first identifies nine broad **Industrial Divisions**, of which mining is one. The others: agriculture, forestry, fishing, hunting, & trapping; construction; manufacturing; transportation, communications, & utilities; wholesale trade; retail trade; finance, insurance, & real estate; services & public administration.

B Each industrial division is first divided into 2-digit **Major Groups**, such as SIC 10 metals mining. Thirty-two such groups appear in the *Survey*.

C A major group is subdivided into 4-digit **Detailed Industries**, such as SIC 1011 iron ores. This is the level of detail most commonly used by marketers for collecting and analyzing market data.

D Each county that has 1,000 or more employees for a particular 4-digit SIC industry is listed and ranked by volume of business (shipments or receipts). At a glance, the marketer can quickly determine where the industry's buying power is concentrated. These are the counties that should receive the main selling emphasis.

E An **Establishment** is a business or industrial unit in a single geographic location which produces or distributes goods, or performs services. The establishment is put in the SIC category that best describes its principal product or service. **Total Establishments** is the number of units with 20 or more employees; as a rule, they account for 90%–95% of an industry's activity, hence its buying potential.

F **Large Establishments** are units with 100 or more employees. They generally account for a disproportionately large share of an industry's business sales. For that reason, they are considered principal sales targets.

G **Total Employment** is the aggregate number of employees in the industry's establishments that have 20 or more employees. While shipments or receipts is a good indicator of an establishment's volume of purchases, number of employees can be a better barometer for goods used by individuals, such as hand towels, uniforms, etc.

H **Total Shipments/Receipts** is the dollar value of the goods produced or distributed or services provided. Shipments is the term commonly used in the mining and manufacturing industries; receipts in all other industries.

I A county's share of the SIC industry's total U.S. shipments or receipts is an important indicator of the relative importance it should receive in the marketer's selling and advertising plans. Aggregating this figure for the counties will show the marketer whether his sales force can provide adequate coverage or will have to be supplemented by outside agents, such as manufacturers' reps.

J The portion of a county's business volume accounted for by the large establishments (100 or more employees) will suggest the necessary level of sales coverage. Normally, the higher the percentage figure, the fewer salespeople required.

K **U.S. Total** pertains to the SIC industry's totals for the categories of information shown in the column headings. Comparing the aggregate totals for the counties shown with the U.S. total will indidate the degree of buying potential that is concentrated in those geographic units.

MINING

SIC 10 Metals

1011 Iron ores

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	St. Louis, MN	16	14	7,681	623.1	39.25	96
2	Marquette, MI	13	9	2,907	236.0	14.86	90
3	Itasca, MN	10	8	2,266	183.7	11.57	95
4	Lake, MN	1	1	1,300	105.5	6.64	100
5	Riverside, CA	1	1	1,000	81.1	5.11	100
	U.S. Total	**67**	**47**	**19,573**	**1,587.7**	**100.00**	**95**

1021 Copper ores

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Pima, AZ	11	11	8,217	516.3	30.23	100
2	Grant, NM	6	4	2,492	156.6	9.17	98
3	Pinal, AZ	3	3	2,408	151.3	8.86	100
4	Salt Lake, UT	3	3	2,373	149.2	8.73	100
5	Gila, AZ	4	3	1,557	97.8	5.73	96
6	Silver Bow, MT	1	1	1,350	84.8	4.96	100
7	White Pine, NV	1	1	1,000	62.9	3.68	100
	U.S. Total	**59**	**43**	**27,189**	**1,708.1**	**100.00**	**98**

SIC 12 Bituminous coal & lignite

1211 Bituminous coal & lignite

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Buchanan, VA	34	10	7,265	888.4	4.56	86
2	McDowell, WV	26	18	5,960	728.4	3.73	94
3	Wyoming, WV	13	11	5,607	685.4	3.51	98
4	Russell, VA	10	3	4,599	562.2	2.88	93
5	Raleigh, WV	27	16	4,540	554.6	2.84	89
6	Jefferson, AL	25	13	4,526	553.1	2.84	89
7	Logan, WV	21	13	4,468	546.1	2.80	90
8	Harrison, OH	7	7	3,897	476.3	2.44	100
9	Cambria, PA	17	8	3,404	416.1	2.13	90
10	Pike, KY	39	11	3,368	411.6	2.11	60
11	Belmont, OH	13	6	3,291	402.3	2.06	91
12	Marion, WV	9	8	3,198	390.8	2.00	99
13	Boone, WV	12	7	2,814	343.9	1.76	88
14	Kanawha, WV	22	7	2,776	339.4	1.74	80
15	Walker, AL	22	6	2,735	334.5	1.72	72
16	Washington, PA	10	6	2,607	318.7	1.63	95
17	Fayette, WV	12	6	2,601	318.1	1.63	92
18	Wise, VA	29	8	2,540	310.7	1.59	65
19	Cook, IL	4	2	2,409	294.4	1.51	95
20	Harlan, KY	15	8	2,321	283.6	1.45	85
21	Allegheny, PA	11	10	2,287	279.5	1.43	99
22	Campbell, WY	16	6	2,191	267.7	1.37	72
23	Muhlenberg, KY	9	6	2,178	266.3	1.37	95
24	Monongalia, WV	9	5	2,069	252.8	1.30	94
25	Greene, PA	6	5	2,034	248.6	1.27	99
26	Perry, IL	3	3	2,025	247.6	1.27	100
27	Warrick, IN	7	6	1,789	218.6	1.12	96
28	Dickenson, VA	9	3	1,590	194.4	1.00	85
29	Hopkins, KY	10	5	1,586	194.0	.99	85
30	Westmoreland, PA	7	6	1,564	191.2	.98	93
31	Martin, KY	9	3	1,531	187.2	.96	80
32	Marshall, WV	4	3	1,484	181.4	.93	95
33	Clearfield, PA	23	5	1,453	177.5	.91	50
34	Floyd, KY	11	2	1,409	172.3	.88	70
35	Somerset, PA	19	3	1,399	171.1	.88	52
36	Mingo, WV	18	4	1,379	168.7	.87	55
37	Navajo, AZ	2	2	1,350	165.0	.85	100
38	Clarion, PA	9	2	1,329	163.6	.84	84
39	Letcher, KY	8	3	1,326	162.2	.83	80
40	Franklin, IL	3	3	1,234	150.9	.77	100
41	Williamson, IL	6	6	1,210	147.9	.76	100
42	Union, KY	4	3	1,178	144.0	.74	92
43	Indiana, PA	12	4	1,150	140.4	.72	69
44	Henrico, VA	1	1	1,089	133.1	.68	100
45	Nicholas, WV	9	3	1,059	129.5	.66	74
46	Tazewell, VA	13	1	1,045	127.9	.66	58
47	Carbon, UT	8	4	1,036	126.6	.65	79
	U.S. Total	**1,074**	**417**	**159,574**	**19,502.6**	**100.00**	**83**

SIC 13 Oil & gas

1311 Crude petroleum & natural gas

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	206	15	9,182	5,325.5	12.65	37
2	Dallas, TX	115	6	3,943	2,288.1	5.44	24
3	Midland, TX	137	2	3,480	2,019.6	4.80	8
4	Denver, CO	115	2	3,355	1,946.3	4.62	12
5	Oklahoma, OK	113	1	3,323	1,928.2	4.58	5
6	Tulsa, OK	87	4	2,573	1,492.6	3.55	19
7	Los Angeles, CA	64	6	2,466	1,430.5	3.40	36
8	Wichita, TX	78	1	1,823	1,057.9	2.51	7
9	Caddo, LA	57	1	1,679	974.3	2.31	21
10	Tarrant, TX	38	2	1,400	812.1	1.93	36
11	Lafayette, LA	46	1	1,240	719.6	1.71	8
12	Orleans, LA	30	1	1,084	629.1	1.49	12
13	Sedgwick, KS	46		1,079	625.8	1.49	0
	U.S. Total	**2,486**	**71**	**72,562**	**42,097.1**	**100.00**	**17**

1381 Oil- & gas-well drilling

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	69	18	8,617	941.1	19.15	80
2	Tulsa, OK	23	5	2,535	277.3	5.64	67
3	Denver, CO	25	5	1,731	189.2	3.85	57
4	Midland, TX	30	5	1,694	185.3	3.77	53
5	Oklahoma, OK	52	1	1,641	179.7	3.66	18
6	Dallas, TX	24	2	1,551	169.5	3.45	60
7	Natrona, WY	29	2	1,435	156.8	3.19	30
8	Lafayette, LA	26	3	1,319	144.4	2.94	48
9	Caddo, LA	27	2	1,186	129.9	2.64	36
10	Sedgwick, KS	41	1	1,030	112.7	2.29	10
	U.S. Total	**1,039**	**64**	**44,934**	**4,915.3**	**100.00**	**39**

1382 Oil- & gas-field exploration services

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	157	8	6,146	186.6	24.98	28
2	Denver, CO	91	2	2,419	73.2	9.80	11
3	Dallas, TX	60	4	2,135	64.5	8.63	29
4	Midland, TX	45	2	1,417	43.0	5.76	31
5	Oklahoma, OK	48	1	1,294	39.1	5.23	13
6	Los Angeles, CA	29	3	1,066	32.5	4.35	32
	U.S. Total	**804**	**26**	**24,670**	**747.1**	**100.00**	**18**

SIC 14 Nonmetallic minerals, except fuels

1422 Crushed & broken limestone

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Broward, FL	12	5	1,853	115.2	3.41	84
2	Bexar, TX	5	4	1,280	79.4	2.35	97
	U.S. Total	**666**	**143**	**54,538**	**3,380.4**	**100.00**	**67**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

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CONSTRUCTION

SIC 16 Heavy-construction contractors

1611 Highway & street construction

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Hennepin, MN	7	3	4,497	358.4	2.37	96
2	Cook, IL	35	13	3,988	318.0	2.10	77
3	Harris, TX	21	8	3,507	279.2	1.85	89
4	Allegheny, PA	13	7	2,885	229.7	1.52	94
5	Los Angeles, CA	26	7	2,862	228.0	1.51	76
6	Oakland, MI	13	7	2,347	187.2	1.24	91
7	Maricopa, AZ	15	3	2,217	176.6	1.17	79
8	Cuyahoga, OH	8	4	2,050	163.3	1.08	93
9	Oklahoma, OK	13	4	1,744	138.9	.92	82
10	New Haven, CT	10	2	1,721	137.0	.91	88
11	Muscogee, GA	8	3	1,606	128.0	.85	90
12	Dallas, TX	8	5	1,590	126.8	.84	89
13	Montgomery, PA	10	4	1,581	125.9	.83	91
14	Bernalillo, NM	7	5	1,566	124.8	.83	96
15	New Castle, DE	16	4	1,528	121.8	.81	65
16	Santa Cruz, CA	1	1	1,513	120.6	.80	100
17	Summit, OH	9	4	1,502	119.7	.79	88
18	Bucks, PA	3	1	1,495	119.1	.79	97
19	Bexar, TX	11	3	1,456	115.7	.76	85
20	Lincoln, LA	2	2	1,437	114.6	.76	100
21	Fulton, GA	13	3	1,396	111.3	.74	77
22	De Kalb, GA	7	2	1,282	102.0	.67	83
23	Marion, IN	10	5	1,260	100.5	.66	88
24	Middlesex, MA	6	1	1,262	100.4	.66	84
25	Alameda, CA	7	3	1,225	97.6	.65	93
26	Ingham, MI	4	3	1,215	97.0	.64	97
27	Mecklenburg, NC	6	2	1,202	95.7	.63	92
28	Broward, FL	4	2	1,199	95.6	.63	95
29	Roanoke, VA	10	2	1,110	88.4	.58	71
30	Richmond, GA	3	2	1,093	87.2	.58	98
31	Jefferson, AL	11	3	1,092	86.9	.57	76
32	Cobb, GA	4	2	1,052	83.9	.55	91
33	Baltimore city, MD	14	2	1,051	83.8	.55	62
34	Westchester, NY	6	4	1,012	80.7	.53	96
35	Palm Beach, FL	6	3	1,001	79.8	.53	85
	U.S. Total	**1,992**	**509**	**189,927**	**15,125.0**	**100.00**	**75**

1622 Bridges, tunnels, & elevated highways

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	7	3	5,845	489.8	10.07	98
2	New York, NY	8	4	2,078	174.4	3.59	83
3	Bexar, TX	1	1	2,000	167.7	3.45	100
4	Jefferson, AL	7	2	1,848	154.8	3.18	87
5	Los Angeles, CA	12	3	1,832	153.3	3.15	81
6	Cook, IL	9	4	1,783	149.4	3.07	87
7	Middlesex, MA	4	1	1,679	140.6	2.89	90
8	Philadelphia, PA	2	2	1,663	139.5	2.87	98
9	Du Page, IL	2	1	1,536	128.7	2.65	98
10	Allegheny, PA	5	4	1,516	127.1	2.61	97
11	Polk, IA	6	4	1,463	122.6	2.52	97
12	St. Louis city, MO	7	3	1,367	114.5	2.36	92
13	Baltimore city, MD	7	3	1,364	114.2	2.35	90
	U.S. Total	**413**	**123**	**58,060**	**4,861.6**	**100.00**	**82**

1623 Water, sewer, & utility lines

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	57	14	7,203	543.1	8.16	77
2	Douglas, NE	4	2	5,261	397.3	5.97	98
3	Cook, IL	20	10	2,495	188.4	2.83	83
4	Los Angeles, CA	36	3	2,082	157.3	2.36	47
5	Bexar, TX	7	1	1,655	125.2	1.88	91
6	Palm Beach, FL	3	1	1,544	116.7	1.75	97
7	Montgomery, PA	8	2	1,434	108.3	1.63	87
8	Ada, ID	2	1	1,422	107.4	1.61	98
9	Jefferson, LA	8	2	1,312	99.1	1.49	85
9	Dallas, TX	19	5	1,310	99.1	1.49	61
11	Queens, NY	8	3	1,165	87.9	1.32	85
12	Wayne, MI	8	2	1,111	84.0	1.26	75
13	Philadelphia, PA	4	2	1,103	83.3	1.25	96
14	Washington, OK	1	1	1,048	79.2	1.19	100
15	De Kalb, GA	7	2	1,039	78.4	1.18	86
16	Dade, FL	8	2	1,011	76.4	1.15	75
	U.S. Total	**1,172**	**188**	**88,080**	**6,659.5**	**100.00**	**62**

1629 Heavy construction n.e.c.

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Harris, TX	74	33	54,429	4,267.5	19.16	97
2	Los Angeles, CA	46	17	15,350	1,203.2	5.40	92
3	Orange, CA	6	3	12,339	967.2	4.34	98
4	Philadelphia, PA	7	5	11,403	893.9	4.01	99
5	Ada, ID	4	1	11,363	890.9	4.00	99
6	Douglas, NE	5	2	10,174	797.5	3.58	99
7	Essex, NJ	6	3	8,646	677.7	3.04	99
8	San Francisco, CA	13	8	8,316	651.9	2.93	98
9	Hartford, CT	3	1	6,788	532.2	2.39	99
10	New York, NY	28	12	6,746	528.8	2.37	88
11	Cook, IL	29	13	6,473	507.6	2.28	85
12	Orleans, LA	11	5	6,411	502.5	2.26	95
13	Allegheny, PA	32	15	6,097	477.6	2.14	89
14	Mecklenburg, NC	5	2	5,668	444.3	2.00	97
15	Jefferson, AL	15	5	5,467	428.6	1.92	90
16	Greenville, SC	7	2	5,120	401.3	1.80	96
17	Denver, CO	3	1	4,324	338.9	1.52	98
18	Suffolk, MA	11	5	4,306	337.4	1.52	96
19	Fairfield, CT	8	2	3,326	260.7	1.17	93
20	Washtenaw, MI	2	2	3,198	250.7	1.13	100
21	Cuyahoga, OH	15	6	3,173	248.7	1.12	90
22	Montgomery, MD	4	2	2,107	165.2	.74	93
23	Hennepin, MN	12	5	2,054	160.9	.72	80
24	Bexar, TX	5	1	1,875	147.0	.66	86
25	Dallas, TX	16	8	1,844	144.5	.65	77
26	Middlesex, MA	6	4	1,654	129.7	.58	96
27	Du Page, IL	6	3	1,568	123.0	.55	95
28	East Baton Rouge, LA	6	3	1,553	121.7	.55	86
29	Woodbury, IA	2	1	1,517	118.9	.53	99
30	King, WA	26	3	1,501	117.6	.53	38
31	Fairfax, VA	2	1	1,409	110.4	.50	96
32	Baltimore city, MD	11	4	1,344	105.4	.47	76
33	Sedgwick, KS	6	3	1,280	100.4	.45	87
34	Wayne, MI	10	3	1,174	92.2	.41	77
35	Oakland, MI	9	3	1,163	91.0	.41	80
36	Broome, NY	3	2	1,157	90.7	.41	94
37	Norfolk, VA	8	3	1,113	87.2	.39	68
38	Contra Costa, CA	9	4	1,080	84.7	.38	82
39	Jackson, MO	6	3	1,033	80.9	.36	78
40	Davidson, TN	7	3	1,027	80.7	.36	80
	U.S. Total	**1,326**	**360**	**284,127**	**22,269.3**	**100.00**	**86**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

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MANUFACTURING

SIC 20 Food

2011 Meat-packing plants

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Cook, IL	47	18	6,036	2,105.8	4.27	80
2	Dane, WI	1	1	4,000	1,395.2	2.83	100
3	Los Angeles, CA	31	15	3,967	1,384.0	2.81	82
4	Douglas, NE	19	7	3,281	1,144.8	2.32	81
5	Dakota, NE	1	1	2,500	872.1	1.77	100
5	Linn, IA	1	1	2,500	872.1	1.77	100
7	Wayne, MI	12	6	2,395	835.6	1.70	91
8	Lyon, KS	2	2	2,140	746.4	1.51	100
9	Dubuque, IA	2	1	2,075	723.8	1.47	96
10	Isle of Wight, VA	2	2	2,050	715.0	1.45	100
11	Mower, MN	1	1	2,000	697.6	1.42	100
12	Jefferson, KY	4	2	1,838	641.3	1.30	96
13	Bexar, TX	9	6	1,784	622.4	1.26	90
14	Gibson, IN	1	1	1,750	610.5	1.24	100
15	Hamilton, OH	7	2	1,745	608.8	1.24	85
16	Denver, CO	10	4	1,662	579.8	1.18	80
17	Potter, TX	3	1	1,650	575.6	1.17	91
18	Davidson, TN	5	4	1,531	534.1	1.08	96
19	Freeborn, MN	1	1	1,500	523.2	1.06	100
19	Black Hawk, IA	1	1	1,500	523.2	1.06	100
21	Clay, MS	1	1	1,242	433.2	.88	100
22	Buchanan, MO	4	4	1,220	425.6	.86	100
23	Webster, IA	2	2	1,200	418.6	.85	100
24	Philadelphia, PA	6	3	1,095	382.0	.78	91
25	Milwaukee, WI	5	2	1,050	366.2	.74	87
26	Albany, NY	2	2	1,039	362.4	.74	100
27	Dodge, NE	2	1	1,035	361.2	.73	97
28	Shelby, TN	6	4	1,032	360.0	.73	92
29	Stark, OH	1	1	1,000	348.9	.71	100
29	Thomas, GA	1	1	1,000	348.9	.71	100
	U.S. Total	**1,004**	**327**	**141,245**	**49,290.8**	**100.00**	**80**

2013 Sausages & other prepared meats

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Cook, IL	42	18	4,985	770.0	6.40	79
2	Minnehaha, SD	1	1	3,000	463.4	3.35	100
3	Oakland, MI	2	1	2,627	405.7	3.37	99
4	Philadelphia, PA	13	6	2,082	321.4	2.67	88
5	Los Angeles, CA	18	10	2,031	313.8	2.61	83
6	Suffolk, MA	8	4	1,669	257.6	2.14	81
7	Oklahoma, OK	5	2	1,445	223.1	1.85	90
8	Baltimore city, MD	11	2	1,302	200.8	1.67	66
9	Orange, CA	2	2	1,139	175.9	1.46	100
10	Dallas, TX	11	3	1,108	170.9	1.42	65
11	Wayne, MI	13	5	1,083	167.1	1.39	77
12	Stark, OH	2	1	1,075	166.0	1.38	93
13	Jefferson, KY	1	1	1,000	154.5	1.28	100
13	Waupaca, WI	1	1	1,000	154.5	1.28	100
	U.S. Total	**766**	**208**	**78,003**	**12,037.9**	**100.00**	**70**

2016 Poultry-dressing plants

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Wilkes, NC	1	1	2,500	333.1	3.54	100
2	Marshall, AL	5	5	2,475	329.7	3.50	100
3	Hall, GA	7	5	2,304	307.0	3.26	96
4	Sussex, DE	4	3	1,612	214.8	2.28	98
5	Banks, GA	1	1	1,550	206.5	2.19	100
6	Rockingham, VA	4	4	1,480	197.2	2.09	100
7	Coffee, GA	2	2	1,327	176.7	1.88	100
8	Benton, AR	4	3	1,305	173.9	1.85	98
9	Washington, AR	4	2	1,260	167.8	1.78	91
10	Accomack, VA	2	2	1,211	161.3	1.71	100
	U.S. Total	**299**	**215**	**70,704**	**9,420.1**	**100.00**	**95**

2017 Poultry & egg processing

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Lancaster, PA	1	1	1,186	42.8	2.93	100
2	Clarke, GA	2	2	1,130	40.9	2.80	100
3	Scott, MS	3	3	1,050	38.0	2.60	100

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(2017 Poultry & egg processing, continued)						
4	Yell, AR	2	2	1,050	37.9	2.60	100
5	Nobles, MN	1	1	1,000	36.2	2.48	100
	U.S. Total	**250**	**121**	**40,378**	**1,460.2**	**100.00**	**84**
	2022 Natural & processed cheese						
1	Greene, MO	2	2	1,500	517.6	5.12	100
2	Sheboygan, WI	4	3	1,320	455.5	4.51	98
3	Marathon, WI	6	2	1,211	418.0	4.14	78
4	Cache, UT	4	3	1,059	365.5	3.62	93
	U.S. Total	**327**	**77**	**29,261**	**10,102.9**	**100.00**	**65**
	2023 Condensed & evaporated milk						
1	Vanderburgh, IN	2	1	2,550	699.2	15.23	98
	U.S. Total	**181**	**43**	**16,742**	**4,590.2**	**100.00**	**61**
	2024 Ice cream & frozen desserts						
1	Middlesex, MA	6	3	2,047	201.2	6.83	93
	U.S. Total	**365**	**88**	**29,960**	**2,946.8**	**100.00**	**60**
	2026 Fluid milk						
1	Los Angeles, CA	12	8	2,809	547.8	2.89	93
2	Baltimore city, MD	5	5	1,706	332.5	1.75	100
3	Fulton, GA	5	4	1,288	251.2	1.33	98
4	King, WA	6	4	1,274	248.4	1.31	91
5	Wayne, MI	5	4	1,264	246.4	1.30	94
6	Salt Lake, UT	7	4	1,215	236.9	1.25	89
7	Philadelphia, PA	10	6	1,159	225.9	1.19	82
8	Hamilton, OH	8	5	1,157	225.6	1.19	89
9	Lancaster, PA	5	1	1,097	213.9	1.13	77
	U.S. Total	**978**	**339**	**97,218**	**18,957.3**	**100.00**	**69**
	2032 Canned food specialties						
1	Allegheny, PA	1	1	2,600	401.9	11.50	100
2	Henry, OH	1	1	1,661	256.8	7.35	100
3	Northumberland, PA	1	1	1,455	224.9	6.43	100
4	Dona Ana, NM	1	1	1,275	197.1	5.64	100
5	Sacramento, CA	1	1	1,161	179.5	5.14	100
	U.S. Total	**103**	**51**	**22,607**	**3,495.2**	**100.00**	**90**
	2033 Canned fruits & vegetables						
1	San Joaquin, CA	13	11	7,461	464.7	5.64	98
2	Santa Clara, CA	17	15	7,064	439.7	5.34	99
3	Honolulu, HI	4	2	5,594	348.5	4.23	99
4	Polk, FL	13	10	3,880	241.7	2.94	97
5	Alameda, CA	6	5	3,218	200.2	2.43	98
6	Manatee, FL	1	1	3,100	193.1	2.35	100
7	Cook, IL	16	8	3,081	191.8	2.33	85
8	Stanislaus, CA	9	8	3,043	189.3	2.30	98
9	Yakima, WA	10	5	2,588	161.4	1.96	93
10	Chester, PA	13	6	2,574	160.1	1.94	84
11	Adams, PA	5	4	2,177	135.6	1.65	99
12	Marion, OR	10	7	2,108	131.0	1.59	91
13	Chautauqua, NY	5	4	2,091	130.2	1.58	96
14	Le Sueur, MN	2	1	2,085	129.7	1.58	96
15	Wayne, NY	10	9	2,054	127.9	1.55	99
16	Los Angeles, CA	10	4	1,889	117.8	1.43	88
17	Scott, IN	1	1	1,750	109.0	1.32	100
18	Yolo, CA	2	2	1,700	105.9	1.29	100
19	Hidalgo, TX	7	7	1,700	105.8	1.29	100
20	Orange, FL	6	6	1,269	79.0	.96	100
21	Cumberland, NJ	6	3	1,264	78.5	.95	86
22	Ogle, IL	3	2	1,150	71.6	.87	96
23	Santa Cruz, CA	4	2	1,142	71.0	.86	91
	U.S. Total	**691**	**355**	**132,143**	**8,232.2**	**100.00**	**87**
	2034 Dehydrated fruits, vegetables, & soups						
1	Santa Clara, CA	8	6	2,297	186.0	12.51	97
2	Fresno, CA	10	8	2,159	174.9	11.77	98
3	Canyon, ID	2	1	1,575	127.4	8.57	95
4	Bingham, ID	4	4	1,550	125.5	8.44	100
5	Solano, CA	1	1	1,000	80.9	5.44	100
	U.S. Total	**110**	**50**	**18,359**	**1,486.6**	**100.00**	**86**
	2035 Pickles, sauces, & salad dressings						
1	Cook, IL	13	2	1,025	167.4	4.38	58
	U.S. Total	**204**	**72**	**23,407**	**3,820.9**	**100.00**	**77**
	2037 Frozen fruits & vegetables						
1	Polk, FL	12	9	5,608	394.2	9.64	98
2	Santa Cruz, CA	5	4	2,340	164.4	4.02	98
3	Aroostook, ME	5	5	2,250	158.3	3.87	100
4	Monterey, CA	7	4	1,878	132.1	3.23	93
5	Marion, OR	8	4	1,829	128.4	3.14	88
6	Pasco, FL	2	2	1,810	127.1	3.11	100
7	Snohomish, WA	5	2	1,455	102.3	2.50	94
8	Cassia, ID	2	2	1,240	87.1	2.13	100
9	Umatilla, OR	5	3	1,234	86.7	2.12	91
10	Orange, FL	4	4	1,134	79.6	1.95	100
11	Franklin, WA	2	2	1,100	77.3	1.89	100
12	Lake, FL	3	3	1,000	70.4	1.72	100
13	Albemarle, VA	1	1	1,000	70.3	1.72	100
13	Malheur, OR	1	1	1,000	70.3	1.72	100
13	Minidoka, ID	1	1	1,000	70.3	1.72	100
	U.S. Total	**279**	**151**	**58,190**	**4,088.6**	**100.00**	**89**
	2038 Frozen food specialties						
1	Sumter, SC	1	1	1,800	255.5	5.85	100
2	Pope, AR	1	1	1,750	248.4	5.69	100
3	Washington, AR	1	1	1,500	212.9	4.88	100
4	Cuyahoga, OH	2	2	1,300	184.5	4.23	100
5	St. Louis, MN	2	1	1,225	174.0	3.99	98
6	Stanislaus, CA	2	2	1,100	156.2	3.58	100
	U.S. Total	**154**	**73**	**30,742**	**4,365.0**	**100.00**	**87**
	2041 Flour & other grain-mill products						
1	Hennepin, MN	6	3	2,464	590.0	12.48	95
	U.S. Total	**230**	**59**	**19,753**	**4,728.7**	**100.00**	**61**
	2043 Cereal breakfast foods						
1	Calhoun, MI	3	3	7,500	1,369.9	40.30	100
2	Linn, IA	2	2	1,450	264.8	7.79	100
	U.S. Total	**45**	**27**	**18,613**	**3,399.6**	**100.00**	**95**
	2044 Rice milling						
1	Harris, TX	5	5	2,164	683.4	38.43	100
	U.S. Total	**53**	**16**	**5,628**	**1,778.4**	**100.00**	**73**
	2046 Wet corn milling						
1	Macon, IL	2	2	2,248	519.2	16.39	100
2	Cook, IL	2	1	1,725	398.3	12.57	99
3	Clinton, IA	1	1	1,500	346.5	10.94	100
	U.S. Total	**54**	**27**	**13,716**	**3,168.0**	**100.00**	**91**
	2047 Pet food						
1	Los Angeles, CA	5	4	1,274	282.3	7.89	98
2	Kankakee, IL	2	1	1,270	281.6	7.87	98
	U.S. Total	**151**	**50**	**16,138**	**3,576.8**	**100.00**	**75**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2048 Prepared feeds n.e.c. (1982 [illegible] Est.)						
1	Wicomico, MD	1	1	1,500	302.2	2.87	100
2	Adams, IL	3	2	1,485	299.3	2.85	98
	U.S. Total	**1,032**	**83**	**52,227**	**10,515.0**	**100.00**	**32**
	2051 Bread, cake, & related products						
1	Cook, IL	42	22	7,767	480.4	4.19	88
2	Los Angeles, CA	27	15	6,887	425.8	3.72	92
3	Fairfield, CT	12	4	5,316	328.9	2.87	94
4	Philadelphia, PA	20	9	3,918	242.4	2.12	88
5	Hennepin, MN	8	4	3,405	210.6	1.84	93
6	Wayne, MI	21	6	2,929	181.5	1.58	83
7	Hamilton, OH	11	8	2,539	157.1	1.37	96
8	St. Louis city, MO	12	5	2,392	148.1	1.29	90
9	Passaic, NJ	7	3	2,229	138.0	1.20	92
10	King, WA	11	7	2,138	133.6	1.17	95
11	Allegheny, PA	30	6	2,079	128.8	1.12	54
12	Cuyahoga, OH	9	6	2,010	124.3	1.08	94
13	Harris, TX	10	6	2,002	123.8	1.08	89
14	Chester, PA	2	2	1,878	116.2	1.01	100
15	Shelby, TN	12	6	1,806	111.8	.98	88
16	San Francisco, CA	15	3	1,777	110.2	.96	78
17	Milwaukee, WI	7	6	1,727	106.8	.93	97
18	Franklin, OH	12	4	1,715	106.5	.93	81
19	Marion, IN	8	6	1,682	103.8	.91	97
20	Denver, CO	13	7	1,671	103.4	.90	82
21	Kings, NY	12	6	1,606	99.4	.87	86
22	Dallas, TX	10	4	1,577	97.6	.85	82
23	Lycoming, PA	1	1	1,500	92.8	.81	100
24	Suffolk, NY	2	2	1,480	91.5	.80	100
25	Baltimore city, MD	12	4	1,471	91.0	.79	73
26	Dade, FL	13	5	1,408	87.4	.76	68
27	Orleans, LA	12	4	1,379	85.5	.75	73
28	Lake, IL	2	1	1,290	79.8	.70	93
29	Bexar, TX	9	6	1,267	78.2	.68	91
30	Allen, IN	3	3	1,250	77.3	.67	100
31	Mecklenburg, NC	4	3	1,224	75.6	.66	92
32	Kent, MI	9	4	1,208	74.7	.65	81
33	Hampden, MA	9	6	1,144	70.6	.62	94
34	San Diego, CA	9	6	1,065	65.8	.57	89
34	Queens, NY	6	4	1,062	65.8	.57	86
36	Jackson, MO	6	4	1,061	65.5	.57	90
37	Essex, NJ	9	4	1,015	62.8	.55	84
38	Dauphin, PA	6	2	1,000	62.0	.54	85
	U.S. Total	**1,391**	**582**	**185,112**	**11,459.5**	**100.00**	**82**
	2052 Cookies & crackers						
1	Cook, IL	14	8	5,325	506.2	12.81	94
2	Philadelphia, PA	5	2	2,590	246.1	6.23	94
3	Bergen, NJ	2	1	2,070	196.6	4.98	97
4	Fulton, GA	3	2	1,620	153.9	3.90	96
5	Henrico, VA	2	2	1,400	133.0	3.37	100
6	Hamilton, TN	2	1	1,325	125.9	3.19	94
7	Alameda, CA	5	2	1,267	120.4	3.05	88
8	Mecklenburg, NC	3	2	1,130	107.4	2.72	97
9	Union, NJ	1	1	1,000	95.0	2.40	100
9	Middlesex, NJ	1	1	1,000	95.0	2.40	100
	U.S. Total	**202**	**87**	**41,554**	**3,950.6**	**100.00**	**88**
	2061 Raw cane sugar						
1	Palm Beach, FL	6	6	3,607	359.2	24.70	100
2	Hawaii, HI	6	6	2,003	199.5	13.72	100
3	Maui, HI	3	2	1,954	194.7	13.39	98
4	Kauai, HI	4	4	1,948	193.9	13.33	100
5	Honolulu, HI	2	2	1,200	119.5	8.22	100
	U.S. Total	**55**	**35**	**14,596**	**1,454.2**	**100.00**	**94**
	2062 Cane-sugar refining						
1	Contra Costa, CA	1	1	1,600	544.6	13.55	100
2	Philadelphia, PA	2	2	1,420	483.5	12.03	100
	U.S. Total	**32**	**22**	**11,811**	**4,020.2**	**100.00**	**95**
	2065 Confectionery products						
1	Cook, IL	42	18	13,033	1,182.7	20.94	93
2	Philadelphia, PA	18	8	2,763	250.8	4.44	82
3	Middlesex, MA	11	6	2,083	189.1	3.35	89
4	Berks, PA	8	4	1,989	180.3	3.19	87
5	Suffolk city, VA	3	2	1,403	127.2	2.25	94
6	Los Angeles, CA	15	3	1,298	117.8	2.09	59
7	Muscogee, GA	1	1	1,100	99.6	1.77	100
	U.S. Total	**473**	**145**	**62,212**	**5,647.1**	**100.00**	**76**
	2066 Chocolate & cocoa products						
1	Dauphin, PA	1	1	4,000	524.8	26.46	100
2	Oswego, NY	1	1	1,599	209.8	10.58	100
3	Suffolk, MA	1	1	1,100	144.3	7.28	100
	U.S. Total	**71**	**31**	**15,107**	**1,983.0**	**100.00**	**86**
	2067 Chewing gum						
1	Cook, IL	1	1	1,500	133.0	18.26	100
2	Winnebago, IL	1	1	1,300	115.2	15.82	100
3	Luzerne, PA	1	1	1,020	90.4	12.41	100
	U.S. Total	**18**	**13**	**8,216**	**728.3**	**100.00**	**96**
	2079 Shortening & cooking oils n.e.c.						
1	Hamilton, OH	2	2	1,254	492.9	9.98	100
2	Champaign, IL	1	1	1,000	393.1	7.96	100
	U.S. Total	**82**	**43**	**12,561**	**4,937.2**	**100.00**	**85**
	2082 Malt beverages						
1	Milwaukee, WI	3	3	6,000	1,463.7	13.93	100
2	St. Louis city, MO	1	1	4,000	976.0	9.29	100
3	Jefferson, CO	1	1	3,600	878.4	8.36	100
4	Los Angeles, CA	4	4	2,089	509.7	4.85	100
5	Essex, NJ	2	2	2,000	487.9	4.64	100
6	Rockingham, NC	1	1	1,750	427.0	4.06	100
7	Ramsey, MN	3	3	1,700	414.7	3.95	100
8	Wayne, MI	1	1	1,500	366.0	3.48	100
9	Philadelphia, PA	2	2	1,200	292.8	2.79	100
10	Dougherty, GA	1	1	1,000	244.0	2.32	100
	U.S. Total	**83**	**65**	**43,063**	**10,506.6**	**100.00**	**98**
	2084 Wines, brandy, & brandy spirits						
1	Santa Clara, CA	13	4	1,464	246.7	10.05	75
2	Stanislaus, CA	2	1	1,458	245.8	10.01	96
3	Sonoma, CA	16	4	1,425	239.9	9.77	57
4	Napa, CA	16	3	1,212	204.3	8.32	47
5	Steuben, NY	5	3	1,004	169.3	6.89	94
	U.S. Total	**160**	**40**	**14,572**	**2,455.5**	**100.00**	**66**
	2085 Distilled liquor, except brandy						
1	Dearborn, IN	2	2	3,000	515.6	13.55	100
2	Jefferson, KY	7	4	2,559	439.8	11.56	95
3	Baltimore, MD	3	2	1,263	217.1	5.71	94
4	Hamilton, OH	1	1	1,200	206.2	5.42	100
5	Franklin, KY	2	2	1,113	191.3	5.03	100
6	Oakland, MI	1	1	1,100	189.0	4.97	100
6	Peoria, IL	1	1	1,100	189.0	4.97	100
	U.S. Total	**110**	**48**	**22,136**	**3,804.7**	**100.00**	**88**
	2086 Bottled & canned soft drinks						
1	Cook, IL	17	8	5,801	722.2	4.63	95
2	Los Angeles, CA	14	6	2,619	326.3	2.09	86
3	Hamilton, OH	6	4	1,758	218.9	1.40	95
4	Dade, FL	9	5	1,669	207.7	1.33	93
5	Queens, NY	5	4	1,634	203.4	1.30	98

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
6	Hennepin, MN	3	2	1,485	184.9	1.18	98
7	Philadelphia, PA	5	4	1,306	162.5	1.04	96
7	Wayne, MI	10	4	1,305	162.5	1.04	85
9	Dallas, TX	9	3	1,200	149.5	.96	73
10	King, WA	8	2	1,175	146.3	.94	74
11	Cuyahoga, OH	6	4	1,110	138.1	.88	96
12	Jefferson, KY	5	3	1,053	131.0	.84	87
13	San Francisco, CA	4	3	1,045	130.2	.83	98
14	Marion, IN	4	4	1,034	128.7	.82	100
15	Milwaukee, WI	4	3	1,005	125.1	.80	92
	U.S. Total	**1,610**	**328**	**125,397**	**15,612.6**	**100.00**	**56**

2091 Canned & cured seafoods

1	Los Angeles, CA	3	3	3,600	335.9	17.51	100
2	San Diego, CA	2	2	2,100	195.9	10.21	100
3	King, WA	9	4	1,298	120.8	6.30	77
4	Ingham, MI	1	1	1,200	112.0	5.84	100
	U.S. Total	**157**	**59**	**20,539**	**1,917.9**	**100.00**	**77**

2092 Fresh or frozen packaged seafoods

1	Hillsborough, FL	8	5	2,340	254.2	7.71	95
2	Essex, MA	9	2	1,568	170.2	5.16	78
3	Suffolk, MA	4	2	1,189	129.2	3.92	94
	U.S. Total	**364**	**74**	**30,350**	**3,297.9**	**100.00**	**57**

2095 Roasted coffee

1	Hudson, NJ	2	2	1,900	750.8	12.10	100
2	Orleans, LA	8	4	1,530	604.6	9.75	90
3	Harris, TX	3	3	1,300	513.7	8.28	100
4	Los Angeles, CA	4	2	1,048	414.2	6.68	90
	U.S. Total	**104**	**41**	**15,695**	**6,203.4**	**100.00**	**94**

2099 Food preparations n.e.c.

1	Los Angeles, CA	27	13	4,079	489.0	5.85	82
2	Cook, IL	37	15	3,990	478.4	5.73	76
3	St. Louis city, MO	8	2	1,923	230.5	2.76	85
4	Columbia, PA	1	1	1,200	143.8	1.72	100
4	Kent, DE	1	1	1,200	143.8	1.72	100
6	Wayne, MI	13	3	1,178	141.2	1.69	68
7	Dallas, TX	12	4	1,149	137.8	1.65	70
8	De Kalb, GA	7	3	1,131	135.7	1.62	87
9	Hamilton, OH	7	3	1,065	127.7	1.53	80
10	Middlesex, MA	8	3	1,003	120.3	1.44	73
	U.S. Total	**753**	**205**	**69,650**	**8,353.3**	**100.00**	**66**

SIC 22 Textile-mill products

2211 Cotton-weaving mills

1	Spartanburg, SC	16	14	7,807	274.8	5.08	99
2	Anderson, SC	13	11	7,778	273.9	5.06	99
3	Chambers, AL	7	7	5,800	204.2	3.77	100
4	Lancaster, SC	3	3	5,438	191.3	3.53	100
5	Pickens, SC	12	12	4,811	169.3	3.13	100
6	Rutherford, NC	9	8	4,672	164.7	3.04	99
7	Greenwood, SC	6	6	4,601	161.9	2.99	100
8	Greenville, SC	10	9	4,351	153.3	2.83	99
9	Pittsylvania, VA	1	1	4,000	140.8	2.60	100
10	Muscogee, GA	5	4	3,933	138.4	2.56	98
11	Cabarrus, NC	5	5	3,725	131.2	2.42	100
12	Spalding, GA	5	4	3,588	126.2	2.33	98
13	Aiken, SC	6	6	3,446	121.4	2.24	100

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
14	Laurens, SC	4	4	2,759	97.1	1.79	100
15	Chattooga, GA	1	1	2,700	95.0	1.76	100
16	Hall, GA	3	3	2,450	86.3	1.59	100
17	Guilford, NC	4	3	2,285	80.4	1.49	99
18	Rockingham, NC	4	4	2,169	76.2	1.41	100
19	Alamance, NC	3	3	2,110	74.4	1.37	100
20	Newberry, SC	4	4	2,071	72.8	1.35	100
21	Chester, SC	5	5	2,032	71.5	1.32	100
22	Cherokee, SC	4	4	1,957	68.9	1.27	100
23	Tallapoosa, AL	4	4	1,850	65.3	1.21	100
24	Rowan, NC	4	3	1,800	63.5	1.17	97
25	Elmore, AL	1	1	1,750	61.6	1.14	100
26	Richland, SC	3	3	1,713	60.3	1.11	100
27	Androscoggin, ME	2	2	1,575	55.5	1.03	100
28	Lee, AL	2	2	1,540	54.2	1.00	100
29	Russell, AL	3	3	1,500	52.8	.98	100
30	Henry, VA	1	1	1,450	51.0	.94	100
31	Oconee, SC	3	2	1,363	47.9	.89	94
32	York, SC	3	2	1,317	46.4	.86	98
33	Kershaw, SC	3	3	1,277	44.9	.83	100
34	Troup, GA	4	4	1,265	44.6	.82	100
35	Halifax, NC	2	2	1,250	44.0	.81	100
36	Richmond, GA	2	2	1,241	43.8	.81	100
37	Madison, AL	1	1	1,200	42.2	.78	100
38	Whitfield, GA	4	2	1,060	37.4	.69	87
39	Berrien, GA	1	1	1,033	36.4	.67	100
40	Harnett, NC	1	1	1,000	35.3	.65	100
40	Durham, NC	1	1	1,000	35.3	.65	100
40	Iredell, NC	1	1	1,000	35.3	.65	100
	U.S. Total	**366**	**274**	**153,775**	**5,412.2**	**100.00**	**97**

2221 Synthetics- & silk-weaving mills

1	Greenville, SC	10	8	6,179	563.3	6.95	98
2	Alamance, NC	4	4	3,500	318.9	3.94	100
3	Cleveland, NC	7	7	3,270	298.1	3.68	100
4	Anderson, SC	9	9	2,999	273.3	3.37	100
5	Chester, SC	8	8	2,973	271.0	3.35	100
6	Richmond, NC	4	4	2,520	229.8	2.84	100
7	Randolph, NC	2	2	2,500	227.8	2.81	100
8	Greenwood, SC	6	6	2,342	213.2	2.63	100
9	Essex, MA	2	1	2,320	211.4	2.61	99
10	Laurens, SC	3	3	2,169	197.6	2.44	100
11	Bristol, MA	4	3	2,073	189.0	2.33	99
12	Rutherford, NC	2	2	1,875	170.9	2.11	100
13	Halifax, NC	1	1	1,750	159.5	1.97	100
14	Muscogee, GA	1	1	1,700	154.9	1.91	100
15	Providence, RI	15	7	1,649	150.2	1.85	82
16	Floyd, GA	1	1	1,400	127.6	1.58	100
16	McDowell, NC	2	2	1,400	127.6	1.58	100
18	Iredell, NC	2	2	1,374	125.3	1.55	100
19	Johnson, TN	1	1	1,300	118.4	1.46	100
20	Aiken, SC	3	3	1,298	118.3	1.46	100
21	Abbeville, SC	3	2	1,174	107.0	1.32	97
22	Spartanburg, SC	6	4	1,152	104.9	1.29	93
	U.S. Total	**327**	**201**	**88,894**	**8,101.2**	**100.00**	**94**

2231 Wool-fabric weaving & finishing mills

1	Surry, NC	1	1	2,700	55.5	7.70	100
2	Worcester, MA	9	7	2,509	51.4	7.13	94
3	Kennebec, ME	5	5	1,624	33.3	4.62	100
4	Laurens, GA	1	1	1,441	29.6	4.11	100
5	Buncombe, NC	2	1	1,430	29.5	4.09	98
6	Providence, RI	12	5	1,191	24.6	3.41	68
7	Person, NC	1	1	1,000	20.6	2.86	100
	U.S. Total	**181**	**93**	**35,062**	**720.9**	**100.00**	**88**

2241 Narrow-fabric mills

1	Providence, RI	30	12	3,268	101.9	11.93	76
2	New York, NY	30	4	1,773	55.3	6.47	38
	U.S. Total	**293**	**94**	**27,421**	**854.2**	**100.00**	**68**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2251 Women's full- & knee-length hosiery						
1	Forsyth, NC	2	2	3,175	111.9	8.91	100
2	Randolph, NC	18	9	3,037	107.1	8.53	85
3	Alamance, NC	19	7	2,275	79.7	6.35	76
4	Stanly, NC	2	2	2,250	79.3	6.31	100
5	Cabarrus, NC	11	8	1,685	59.4	4.73	93
6	Catawba, NC	10	4	1,510	53.0	4.22	80
7	Roane, TN	2	2	1,405	49.5	3.94	100
8	Burke, NC	4	3	1,320	46.5	3.70	95
9	Guilford, NC	8	5	1,205	42.2	3.36	85
10	Wilkes, NC	2	1	1,034	36.5	2.91	97
	U.S. Total	**176**	**92**	**35,792**	**1,256.0**	**100.00**	**89**
	2252 Hosiery n.e.c.						
1	Alamance, NC	31	15	3,820	143.5	11.65	82
2	Catawba, NC	42	7	2,975	111.5	9.06	49
3	Surry, NC	9	5	2,908	109.1	8.86	92
4	Montgomery, NC	11	4	1,984	74.3	6.03	86
5	Guilford, NC	8	5	1,580	59.4	4.82	93
6	Davidson, NC	11	5	1,295	48.6	3.95	70
7	De Kalb, AL	17	4	1,185	44.4	3.61	51
8	Burke, NC	14	3	1,155	43.2	3.51	63
	U.S. Total	**256**	**105**	**32,811**	**1,231.3**	**100.00**	**79**
	2253 Knit-outerwear mills						
1	Philadelphia, PA	20	12	4,186	173.2	6.54	90
2	Henry, VA	4	4	3,775	156.0	5.89	100
3	Kings, NY	59	11	3,710	152.8	5.77	43
4	Surry, NC	3	3	2,325	96.2	3.63	100
5	Queens, NY	22	6	2,065	85.2	3.22	62
6	Hudson, NJ	31	5	2,043	84.3	3.18	35
7	Hillsborough, NH	3	3	1,875	77.6	2.93	100
8	New York, NY	22	4	1,559	64.0	2.42	50
9	Bergen, NJ	10	5	1,536	63.6	2.40	78
10	Multnomah, OR	4	1	1,480	61.1	2.31	91
11	Los Angeles, CA	20	3	1,375	56.7	2.14	51
12	Blair, PA	1	1	1,350	55.8	2.11	100
13	Lake, OH	1	1	1,000	41.4	1.56	100
	U.S. Total	**452**	**189**	**64,158**	**2,649.6**	**100.00**	**81**
	2254 Knit-underwear mills						
1	Taylor, KY	1	1	3,300	101.5	11.39	100
2	Berks, PA	13	8	2,488	76.8	8.62	88
3	Knox, TN	2	1	2,322	71.5	8.02	99
4	St. Martin, LA	1	1	1,800	55.4	6.22	100
5	Schuylkill, PA	14	9	1,454	44.6	5.01	85
6	Lamar, GA	1	1	1,432	44.1	4.95	100
7	Lancaster, PA	2	2	1,330	40.9	4.59	100
8	Montgomery, PA	3	2	1,120	34.5	3.87	92
9	Rockingham, NC	1	1	1,000	30.7	3.45	100
	U.S. Total	**87**	**59**	**28,952**	**891.1**	**100.00**	**95**
	2257 Circular-knit fabric mills						
1	Catawba, NC	4	3	1,135	178.0	5.66	97
2	Edgecombe, NC	4	2	1,086	170.3	5.41	86
3	Alamance, NC	5	2	1,050	164.6	5.23	83
	U.S. Total	**143**	**57**	**20,071**	**3,147.4**	**100.00**	**80**
	2258 Warp-knit fabric mills						
1	Los Angeles, CA	1	1	1,200	156.9	8.52	100
	U.S. Total	**87**	**44**	**14,090**	**1,841.6**	**100.00**	**86**
	2259 Knitting mills n.e.c.						
1	Outagamie, WI	1	1	1,200	31.5	26.38	100
	U.S. Total	**46**	**10**	**4,526**	**119.4**	**100.00**	**63**
	2261 Cotton-finishing plants						
1	Cabarrus, NC	3	3	3,950	110.7	8.75	100
2	Pickens, SC	1	1	2,100	58.9	4.66	100
3	Union, SC	3	3	2,015	56.5	4.47	100
4	Worcester, MA	1	1	1,800	50.5	3.99	100
5	Spartanburg, SC	3	2	1,783	50.1	3.96	99
6	Guilford, NC	1	1	1,750	49.1	3.88	100
7	Passaic, NJ	21	6	1,741	48.8	3.86	50
8	Bristol, MA	8	6	1,540	43.4	3.43	90
9	York, SC	5	1	1,394	39.2	3.10	86
10	Cherokee, SC	3	2	1,086	30.5	2.41	98
11	Duplin, NC	1	1	1,000	28.0	2.21	100
	U.S. Total	**216**	**92**	**45,103**	**1,265.2**	**100.00**	**87**
	2262 Synthetics- & silk-finishing plants						
1	Aiken, SC	2	2	1,818	196.2	7.72	100
2	Guilford, NC	4	3	1,704	183.8	7.23	98
3	Lancaster, SC	1	1	1,356	146.4	5.76	100
4	Darlington, SC	1	1	1,333	143.9	5.66	100
5	York, SC	1	1	1,200	129.5	5.10	100
6	Spartanburg, SC	1	1	1,039	112.1	4.41	100
	U.S. Total	**106**	**54**	**23,552**	**2,541.7**	**100.00**	**89**
	2269 Textile-finishing plants n.e.c.						
1	Gaston, NC	6	5	1,775	66.8	9.66	96
2 *	Providence, RI	8	5	1,750	66.0	9.54	90
	U.S. Total	**140**	**59**	**18,364**	**691.5**	**100.00**	**81**
	2271 Woven carpets & rugs						
1	Rockingham, NC	1	1	1,000	43.4	20.89	100
	U.S. Total	**41**	**15**	**4,790**	**207.8**	**100.00**	**77**
	2272 Tufted carpets & rugs						
1	Whitfield, GA	58	28	12,469	1,544.4	27.22	90
2	Gordon, GA	23	11	2,950	365.3	6.44	78
3	Bartow, GA	13	7	2,322	287.8	5.07	86
4	Catoosa, GA	2	2	2,159	267.5	4.72	100
5	Greenville, SC	5	5	2,033	251.8	4.44	100
6	Drew, AR	1	1	1,750	216.9	3.82	100
7	Los Angeles, CA	7	5	1,688	209.1	3.69	95
8	Murray, GA	15	5	1,332	165.1	2.91	67
9	Cumberland, PA	1	1	1,255	155.5	2.74	100
10	Walker, GA	7	5	1,160	143.9	2.54	95
11	Rockbridge, VA	1	1	1,000	123.9	2.18	100
	U.S. Total	**202**	**120**	**45,794**	**5,673.3**	**100.00**	**92**
	2281 Yarn-spinning mills, except wool						
1	Gaston, NC	50	46	14,178	737.6	16.48	99
2	Rowan, NC	6	5	2,874	149.5	3.34	97
3	Cleveland, NC	10	7	2,515	130.8	2.92	93
4	Rockingham, NC	5	5	2,429	126.3	2.82	100
5	Hamilton, TN	4	4	2,119	110.2	2.46	100
6	Vance, NC	3	3	2,028	105.5	2.36	100
7	Floyd, GA	1	1	1,815	94.4	2.11	100
8	Iredell, NC	6	6	1,487	77.3	1.73	100
9	Alamance, NC	7	4	1,250	65.0	1.45	92
10	Talladega, AL	5	5	1,200	62.4	1.39	100
11	Davidson, NC	3	3	1,090	56.7	1.27	100
12	Robeson, NC	4	4	1,075	55.9	1.25	100
13	Stanly, NC	4	4	1,070	55.7	1.24	100
14	Catawba, NC	6	5	1,060	55.1	1.23	97
15	Muscogee, GA	3	3	1,050	54.6	1.22	100
15	Calhoun, AL	3	3	1,050	54.6	1.22	100
15	Chatham, NC	4	4	1,050	54.6	1.22	100
18	McDowell, NC	2	2	1,020	53.0	1.18	100
	U.S. Total	**373**	**276**	**86,047**	**4,477.0**	**100.00**	**94**
	2282 Throwing & winding mills, except wool						
1	Pickens, SC	3	3	1,331	124.4	6.97	100
2	Alamance, NC	6	5	1,235	115.6	6.48	97
3	Rockingham, NC	4	4	1,223	114.4	6.41	100

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 (Est.)			
4	Luzerne, PA	6	6	1,051	98.2	5.50	100
	U.S. Total	**97**	**68**	**19,076**	**1,784.2**	**100.00**	**92**
	2283 Wool-yarn mills						
1	Dougherty, GA	1	1	1,205	27.9	7.68	100
2	Ogle, IL	1	1	1,000	23.2	6.39	100
	U.S. Total	**82**	**47**	**15,656**	**363.1**	**100.00**	**88**
	2284 Thread mills						
1	Gaston, NC	7	5	1,660	103.1	15.05	90
2	Stephens, GA	1	1	1,600	99.4	14.51	100
3	Windham, CT	2	2	1,600	99.3	14.50	100
	U.S. Total	**51**	**30**	**11,029**	**684.9**	**100.00**	**92**
	2291 Felt goods, except woven felts & hats						
1	Cook, IL	10	3	1,805	48.4	22.93	80
	U.S. Total	**63**	**26**	**7,865**	**211.1**	**100.00**	**79**
	2292 Lace goods						
1	Providence, RI	6	3	1,109	13.7	20.06	88
	U.S. Total	**44**	**14**	**5,499**	**68.3**	**100.00**	**73**
	2295 Coated fabrics, not rubberized						
1	Middlesex, MA	7	2	1,185	94.9	8.41	86
2	Franklin, OH	1	1	1,100	88.2	7.82	100
	U.S. Total	**126**	**38**	**14,086**	**1,128.4**	**100.00**	**73**
	2296 Tire cord & fabric						
1	Upson, GA	2	2	2,311	231.9	22.27	100
2	Gaston, NC	1	1	1,300	130.5	12.53	100
	U.S. Total	**26**	**20**	**10,378**	**1,041.1**	**100.00**	**97**
	2299 Textile goods n.e.c.						
1	Jeff Davis, GA	1	1	1,300	43.1	11.04	100
	U.S. Total	**120**	**27**	**11,733**	**390.3**	**100.00**	**66**
	SIC 23 Apparel						
	2311 Men's & boys' suits & coats						
1	Philadelphia, PA	42	23	10,046	343.8	10.95	92
2	New York, NY	33	12	3,542	121.0	3.85	76
3	Bristol, MA	9	7	2,864	98.3	3.13	96
4	Cuyahoga, OH	3	3	2,511	86.1	2.74	100
5	Baltimore city, MD	18	10	2,483	85.1	2.71	87
6	Carroll, GA	3	3	2,242	76.9	2.45	100
7	Haralson, GA	3	3	2,194	75.3	2.40	100
8	Knox, TN	8	5	2,180	74.5	2.37	95
9	Franklin, PA	1	1	2,000	68.5	2.18	100
10	Monroe, NY	2	1	1,850	63.4	2.02	97
11	St. Louis city, MO	9	7	1,733	59.4	1.89	95
12	Baltimore, MD	4	3	1,725	59.2	1.89	97
13	Bexar, TX	4	3	1,437	49.2	1.57	96
14	Cumberland, NJ	6	6	1,352	46.5	1.48	100
15	Erie, NY	5	1	1,297	44.3	1.41	85
16	Los Angeles, CA	11	5	1,220	41.8	1.33	75
17	Lehigh, PA	3	2	1,165	40.0	1.27	96
18	Carroll, MD	5	5	1,145	39.2	1.25	100
19	Lee, MS	3	3	1,090	37.4	1.19	100
20	Hamilton, OH	7	4	1,084	37.1	1.18	93
21	Montgomery, PA	7	4	1,067	36.5	1.16	87
	U.S. Total	**437**	**262**	**91,657**	**3,140.0**	**100.00**	**91**
	2321 Men's & boys' shirts & nightwear						
1	Los Angeles, CA	25	12	2,922	93.1	2.39	79
2	McNairy, TN	9	7	2,312	73.9	1.90	97
3	Covington, AL	3	3	1,975	63.1	1.62	100
4	El Paso, TX	5	5	1,945	62.1	1.60	100
5	Henry, VA	1	1	1,900	60.7	1.56	100
6	Lenoir, NC	3	3	1,750	55.9	1.44	100
7	Schuylkill, PA	10	8	1,726	55.2	1.42	91
8	Rensselaer, NY	2	2	1,700	54.2	1.39	100
9	Anderson, SC	6	5	1,530	48.8	1.25	95
10	Geneva, AL	6	6	1,400	44.7	1.15	100
11	Davidson, NC	3	3	1,350	43.1	1.11	100
12	Overton, TN	2	2	1,300	41.6	1.07	100
13	Northumberland, PA	3	2	1,218	39.0	1.00	93
14	Spartanburg, SC	3	3	1,165	37.2	.96	100
15	New York, NY	14	3	1,150	36.6	.94	63
16	Lehigh, PA	8	3	1,030	32.8	.84	74
17	Stanly, NC	2	2	1,000	32.0	.82	100
18	Fulton, GA	1	1	1,000	31.9	.82	100
18	Robeson, NC	4	3	1,000	31.9	.82	93
	U.S. Total	**591**	**411**	**121,926**	**3,892.1**	**100.00**	**92**
	2322 Men's & boys' underwear						
1	Forsyth, NC	1	1	1,750	39.9	8.64	100
2	Warren, KY	1	1	1,015	23.2	5.02	100
3	Morrison, MN	1	1	1,000	22.7	4.91	100
	U.S. Total	**73**	**59**	**20,270**	**461.9**	**100.00**	**96**
	2323 Men's & boys' neckwear						
1	New York, NY	30	2	1,650	72.3	22.45	21
	U.S. Total	**101**	**20**	**7,335**	**322.0**	**100.00**	**53**
	2327 Men's & boys' separate trousers						
1	El Paso, TX	12	10	5,355	138.7	6.17	98
2	Dallas, TX	2	1	3,570	92.6	4.12	98
3	Monroe, MS	11	11	3,001	77.8	3.46	100
4	Los Angeles, CA	6	3	2,269	58.9	2.62	94
5	Lackawanna, PA	10	9	1,748	45.4	2.02	98
6	Hidalgo, TX	2	2	1,500	39.0	1.74	100
7	Lamar, AL	6	6	1,265	32.9	1.46	100
	U.S. Total	**376**	**287**	**86,604**	**2,247.3**	**100.00**	**94**
	2328 Men's & boys' work clothing						
1	El Paso, TX	14	12	6,860	365.5	7.61	98
2	Iredell, NC	1	1	1,750	93.3	1.94	100
3	Page, VA	2	1	1,585	84.5	1.76	95
4	Knox, TN	1	1	1,529	81.5	1.70	100
5	Maverick, TX	4	4	1,320	70.5	1.47	100
6	Jasper, MO	2	2	1,300	69.4	1.44	100
7	Telfair, GA	1	1	1,200	64.0	1.33	100
8	Cameron, TX	2	2	1,125	60.0	1.25	100
9	Marshall, AL	3	2	1,110	59.2	1.23	97
10	Cook, IL	6	5	1,100	58.5	1.22	98
11	Bradley, TN	1	1	1,040	55.5	1.16	100
12	Barrow, GA	5	4	1,035	55.3	1.15	94
13	Suffolk, MA	1	1	1,000	53.3	1.11	100
	U.S. Total	**428**	**288**	**90,039**	**4,803.0**	**100.00**	**91**
	2329 Men's & boys' clothing n.e.c.						
1	Philadelphia, PA	15	7	2,029	50.8	3.42	80
2	New York, NY	11	5	1,520	38.0	2.56	86
3	Bristol, MA	8	7	1,318	33.3	2.24	93
4	Essex, MA	7	4	1,311	32.9	2.21	84
5	King, WA	8	6	1,296	32.5	2.19	91
6	Los Angeles, CA	11	3	1,238	30.7	2.07	78
7	Tishomingo, MS	3	2	1,118	28.1	1.89	93

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(2329 Men's and boys' clothing n.e.c., continued)						
8	Denver, CO	10	4	1,009	25.4	1.71	76
	U.S. Total	**455**	**213**	**59,141**	**1,485.9**	**100.00**	**79**
	2331 Women's & misses' blouses						
1	Northampton, PA	58	12	4,436	252.2	8.29	45
2	Los Angeles, CA	27	11	2,426	138.1	4.54	72
3	Carbon, PA	13	4	1,652	94.1	3.09	69
4	New York, NY	33	2	1,401	79.8	2.62	14
5	Salt Lake, UT	2	2	1,100	62.5	2.06	100
6	Dallas, TX	7	5	1,063	60.5	1.99	89
	U.S. Total	**521**	**180**	**53,448**	**3,041.2**	**100.00**	**66**
	2335 Women's & misses' dresses						
1	Luzerne, PA	92	16	7,005	307.8	6.24	39
2	Dallas, TX	34	20	6,406	281.3	5.70	89
3	Bristol, MA	34	23	6,286	276.3	5.60	86
4	New York, NY	112	9	5,571	243.4	4.93	26
5	Los Angeles, CA	56	7	4,019	176.0	3.57	48
6	Lackawanna, PA	50	4	2,994	131.2	2.66	21
7	Schuylkill, PA	19	10	2,778	121.8	2.47	81
8	Dade, FL	42	6	2,597	113.5	2.30	42
9	Lincoln, TN	4	4	2,085	91.5	1.86	100
10	Philadelphia, PA	19	5	2,004	88.0	1.78	53
11	Cook, IL	17	4	1,750	76.8	1.56	66
12	Kane, IL	1	1	1,350	59.3	1.20	100
13	New Haven, CT	17	7	1,268	55.8	1.13	66
14	Bergen, NJ	15	3	1,266	55.4	1.12	67
15	Hudson, NJ	23	3	1,257	55.1	1.12	39
15	Northumberland, PA	13	4	1,252	55.0	1.12	56
17	San Francisco, CA	13	7	1,229	54.0	1.09	76
18	Lehigh, PA	9	4	1,127	49.6	1.01	68
19	Pulaski, AR	1	1	1,039	45.6	.92	100
20	Montgomery, PA	7	4	1,035	45.3	.92	88
	U.S. Total	**1,143**	**347**	**112,399**	**4,932.4**	**100.00**	**64**
	2337 Women's & misses' suits & coats						
1	New York, NY	74	18	5,165	385.8	10.80	55
2	Los Angeles, CA	25	9	3,192	238.8	6.68	72
3	Hudson, NJ	44	4	2,708	203.1	5.68	34
4	Passaic, NJ	26	6	1,996	148.9	4.17	43
5	Bristol, MA	9	5	1,476	110.7	3.10	81
6	Suffolk, MA	18	2	1,402	104.9	2.94	25
7	Jackson, MO	5	4	1,205	90.2	2.52	94
	U.S. Total	**494**	**149**	**47,739**	**3,572.8**	**100.00**	**64**
	2339 Women's & misses' outerwear n.e.c.						
1	Los Angeles, CA	57	23	7,599	357.1	7.99	78
2	New York, NY	54	13	3,402	159.0	3.56	48
3	Lehigh, PA	18	7	2,060	97.0	2.17	69
4	Northampton, PA	20	6	1,964	92.4	2.07	69
5	Dade, FL	35	4	1,908	89.3	2.00	38
6	Multnomah, OR	2	2	1,675	78.9	1.77	100
7	Suffolk, MA	17	6	1,674	78.8	1.76	63
8	Bexar, TX	4	1	1,453	68.5	1.53	86
9	St. Louis city, MO	6	4	1,377	64.9	1.45	97
10	Surry, NC	3	3	1,300	61.2	1.37	100
11	Luzerne, PA	13	3	1,130	53.4	1.19	47
12	Hudson, NJ	17	5	1,084	50.8	1.14	58
13	Honolulu, HI	22	3	1,033	48.0	1.07	44
14	Philadelphia, PA	15	3	1,004	47.1	1.05	39
	U.S. Total	**850**	**316**	**94,966**	**4,468.7**	**100.00**	**71**

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2341 Women's & children's underwear						
1	New York, NY	66	9	3,839	124.9	4.60	30
2	Lancaster, PA	16	11	2,913	96.0	3.54	91
3	Hunt, TX	3	3	2,350	77.5	2.86	100
4	Los Angeles, CA	12	7	1,910	62.8	2.31	85
5	Guilford, NC	4	4	1,855	61.1	2.25	100
6	Bristol, MA	11	7	1,608	52.8	1.95	88
7	Kings, NY	13	5	1,132	37.1	1.37	71
8	Maricopa, AZ	4	4	1,065	35.1	1.29	100
9	Schuylkill, PA	4	2	1,030	33.8	1.25	86
	U.S. Total	**479**	**271**	**82,443**	**2,714.5**	**100.00**	**87**
	2342 Brassieres, girdles, & allied garments						
1	Los Angeles, CA	9	6	2,797	74.6	11.79	94
2	Fairfield, CT	4	1	2,050	54.7	8.65	96
3	New York, NY	18	8	1,917	51.0	8.06	72
4	Hudson, NJ	6	1	1,612	42.9	6.78	87
	U.S. Total	**117**	**67**	**23,711**	**632.5**	**100.00**	**90**
	2352 Hats & caps, except millinery						
1	New York, NY	24	2	1,072	43.3	7.24	19
2	Dallas, TX	3	2	1,013	41.0	6.85	96
	U.S. Total	**155**	**51**	**14,776**	**598.3**	**100.00**	**67**
	2361 Girls' & children's dresses & blouses						
1	New York, NY	24	6	1,862	73.2	6.75	64
2	Philadelphia, PA	5	2	1,341	52.9	4.87	89
	U.S. Total	**252**	**97**	**27,505**	**1,085.2**	**100.00**	**72**
	2369 Girls' & children's outerwear n.e.c.						
1	New York, NY	28	9	2,147	67.2	6.81	64
2	Dade, FL	17	5	1,274	39.9	4.04	58
3	Greenville, SC	1	1	1,000	31.6	3.20	100
	U.S. Total	**243**	**99**	**31,348**	**987.0**	**100.00**	**78**
	2371 Fur goods						
1	New York, NY	69	4	2,955	397.3	65.47	17
	U.S. Total	**106**	**6**	**4,527**	**606.8**	**100.00**	**18**
	2381 Fabric dress & work gloves						
1	Catawba, NC	6	4	1,225	21.4	6.84	88
2	Montgomery, NY	1	1	1,050	18.5	5.92	100
3	Essex, NJ	2	1	1,020	17.9	5.72	93
	U.S. Total	**133**	**57**	**17,834**	**312.7**	**100.00**	**78**
	2385 Waterproof outer garments						
1	Suffolk, MA	7	4	1,617	54.1	12.87	88
	U.S. Total	**96**	**38**	**12,609**	**420.5**	**100.00**	**77**
	2387 Apparel belts						
1	New York, NY	37	5	2,077	115.5	24.52	33
	U.S. Total	**103**	**25**	**8,453**	**471.1**	**100.00**	**58**
	2391 Curtains & draperies						
1	Bristol, MA	15	6	2,215	100.0	8.52	72
2	New York, NY	16	2	1,116	50.2	4.28	36
	U.S. Total	**321**	**69**	**26,165**	**1,173.5**	**100.00**	**60**
	2392 House furnishings n.e.c.						
1	Kings, NY	20	4	1,657	154.3	5.30	54
2	Los Angeles, CA	21	6	1,577	147.1	5.06	66
3	Cook, IL	17	4	1,043	97.2	3.34	49
	U.S. Total	**333**	**98**	**31,204**	**2,909.9**	**100.00**	**66**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2395 Pleating, stitching, & tucking						
1	New York, NY	30	4	1,853	169.8	20.78	42
	U.S. Total	**146**	**24**	**8,928**	**817.2**	**100.00**	**43**
	2396 Automotive & apparel trimmings						
1	Kent, MI	3	2	4,883	571.2	26.32	99
2	New York, NY	45	2	2,064	241.5	11.13	12
3	Wayne, MI	4	1	1,273	148.9	6.86	94
	U.S. Total	**174**	**33**	**18,556**	**2,170.6**	**100.00**	**67**
	2399 Fabricated textile products n.e.c.						
1	Knox, TN	2	1	1,830	89.5	6.66	98
2	Los Angeles, CA	19	6	1,285	62.2	4.63	69
3	Cook, IL	18	3	1,127	54.5	4.06	54
	U.S. Total	**331**	**75**	**27,534**	**1,343.3**	**100.00**	**61**
	SIC 24 Lumber & wood products						
	2411 Logging camps & contractors						
1	Grays Harbor, WA	5	3	3,200	1,129.9	13.56	98
	U.S. Total	**392**	**36**	**23,594**	**8,330.4**	**100.00**	**44**
	2421 General sawmills & planing mills						
1	Lane, OR	28	12	3,866	315.4	2.53	82
2	Garland, AR	3	1	2,640	215.2	1.73	95
3	Humboldt, CA	13	6	2,577	210.0	1.68	87
4	Snohomish, WA	10	4	2,005	163.4	1.31	88
5	Cowlitz, WA	3	1	1,925	156.8	1.26	91
6	Pierce, WA	6	3	1,852	150.9	1.21	93
7	Howard, AR	2	2	1,650	134.5	1.08	100
8	Lincoln, MT	3	1	1,516	123.5	.99	97
8	Winn, LA	5	4	1,515	123.5	.99	94
10	Coos, OR	11	6	1,360	110.5	.89	85
11	Kootenai, ID	6	6	1,340	109.1	.88	100
12	McCurtain, OK	4	1	1,281	104.4	.84	86
13	Orangeburg, SC	5	2	1,212	98.9	.79	86
14	Jackson, OR	10	4	1,203	98.0	.79	72
15	Clackamas, OR	12	5	1,148	93.6	.75	74
16	Aroostook, ME	7	4	1,141	92.9	.75	91
17	Tehama, CA	3	2	1,097	89.4	.72	96
18	Hardin, TX	5	2	1,072	87.3	.70	84
19	Missoula, MT	4	2	1,060	86.3	.69	94
20	Okanogan, WA	3	2	1,050	85.5	.69	97
	U.S. Total	**1,958**	**378**	**153,229**	**12,464.6**	**100.00**	**57**
	2431 Millwork						
1	Washington, MN	3	1	3,370	180.6	4.00	98
2	Cook, IL	22	1	1,570	83.5	1.85	35
3	Multnomah, OR	12	5	1,440	76.9	1.70	78
4	Los Angeles, CA	28	2	1,302	68.7	1.52	21
5	Snohomish, WA	6	1	1,110	59.4	1.32	77
6	Hennepin, MN	12	2	1,097	58.8	1.30	52
7	Winnebago, WI	6	3	1,078	57.8	1.28	91
8	Marion, IA	1	1	1,000	53.6	1.19	100
	U.S. Total	**1,218**	**196**	**84,500**	**4,514.5**	**100.00**	**52**
	2434 Wood kitchen cabinets						
1	Dubois, IN	5	3	1,451	96.3	4.44	93
	U.S. Total	**432**	**78**	**32,583**	**2,166.5**	**100.00**	**57**
	2435 Hardwood veneer & plywood						
1	Norfolk, VA	5	4	1,225	56.3	3.80	95
2	Marathon, WI	1	1	1,000	46.1	3.11	100
	U.S. Total	**279**	**104**	**32,143**	**1,481.1**	**100.00**	**74**
	2436 Softwood veneer & plywood						
1	Douglas, OR	11	9	5,365	512.2	13.85	98
2	Lane, OR	20	14	4,005	382.6	10.35	90
3	Linn, OR	11	10	2,762	264.1	7.14	99
4	Jackson, OR	12	9	2,174	207.7	5.62	95
5	Coos, OR	8	5	1,943	185.7	5.02	94
	U.S. Total	**213**	**135**	**38,710**	**3,697.2**	**100.00**	**90**
	2439 Structural wood members n.e.c.						
1	Hennepin, MN	4	2	1,275	50.9	5.29	92
2	Dane, WI	4	2	1,225	48.8	5.07	92
	U.S. Total	**369**	**50**	**24,155**	**962.2**	**100.00**	**44**
	2451 Mobile homes						
1	Elkhart, IN	27	12	3,517	238.0	6.84	76
2	Tarrant, TX	10	5	1,620	109.7	3.15	79
3	Orange, CA	3	3	1,489	100.8	2.90	100
4	Riverside, CA	6	5	1,456	98.6	2.84	95
5	Winnebago, IA	2	1	1,070	72.4	2.08	94
6	Marion, FL	6	3	1,019	69.0	1.98	76
	U.S. Total	**430**	**201**	**51,332**	**3,477.1**	**100.00**	**74**
	2452 Prefabricated wood buildings						
1	Dallas, TX	4	2	1,090	69.6	3.99	94
	U.S. Total	**324**	**87**	**27,265**	**1,744.4**	**100.00**	**61**
	2492 Particleboard						
1	Campbell, VA	1	1	2,300	63.6	12.54	100
2	Coos, OR	1	1	1,640	45.3	8.93	100
3	Henry, VA	1	1	1,400	38.7	7.63	100
4	Southampton, VA	1	1	1,000	27.6	5.44	100
4	Shasta, CA	1	1	1,000	27.6	5.44	100
	U.S. Total	**74**	**45**	**18,352**	**507.2**	**100.00**	**92**
	2499 Wood products n.e.c.						
1	Los Angeles, CA	31	5	2,722	114.1	3.67	64
2	Cook, IL	32	8	2,442	102.1	3.28	63
3	Klamath, OR	1	1	2,200	92.8	2.98	100
4	Oxford, ME	16	8	1,985	83.4	2.68	82
5	Marion, IN	3	1	1,843	77.8	2.50	95
6	Jones, MS	1	1	1,500	63.3	2.03	100
7	Somerset, ME	9	4	1,237	52.1	1.67	85
8	Franklin, ME	11	3	1,145	48.1	1.55	68
	U.S. Total	**973**	**191**	**74,244**	**3,111.7**	**100.00**	**58**
	SIC 25 Furniture						
	2511 Wood household furniture						
1	Henry, VA	8	7	7,400	295.9	5.97	100
2	Caldwell, NC	14	13	6,410	256.0	5.16	99
3	Davidson, NC	12	10	6,210	248.1	5.00	99
4	Los Angeles, CA	51	15	4,603	184.0	3.71	69
5	Catawba, NC	17	11	4,362	174.1	3.51	92
6	Worcester, MA	27	11	2,599	103.9	2.10	74
7	Burke, NC	4	4	2,365	94.4	1.90	100
8	Pulaski, VA	3	2	2,139	85.5	1.72	98
9	Sebastian, AR	8	8	1,818	72.6	1.46	100
10	Cook, IL	24	7	1,785	71.2	1.44	61
11	Hamblen, TN	4	3	1,770	70.8	1.43	98
12	Guilford, NC	12	6	1,649	65.8	1.33	81
13	Chautauqua, NY	11	7	1,511	60.4	1.22	84
14	Shelby, TN	5	3	1,477	59.1	1.19	94
15	Kent, MI	10	5	1,420	56.8	1.15	82
16	Grayson, VA	3	3	1,402	56.0	1.13	100
17	Dubois, IN	8	4	1,360	54.3	1.09	83
18	Roanoke, VA	2	2	1,350	54.0	1.09	100
19	Fulton, OH	5	3	1,265	50.5	1.02	92
20	McDowell, NC	3	3	1,174	47.0	.95	100
21	Surry, NC	4	3	1,155	45.9	.93	97
22	Randolph, NC	5	4	1,135	45.3	.91	97
23	Sumter, SC	2	2	1,099	44.0	.89	100
	U.S. Total	**897**	**345**	**124,134**	**4,959.0**	**100.00**	**81**

Rank	County, State	No. Of Estab. Total	No. Of Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2512 Upholstered wood household furniture						
1	Catawba, NC	67	31	8,450	354.2	9.63	80
2	Los Angeles, CA	56	15	4,559	190.7	5.19	55
3	Guilford, NC	49	12	4,198	175.2	4.77	64
4	Sebastian, AR	8	3	2,584	108.5	2.95	87
5	Worcester, MA	18	5	2,080	87.2	2.37	71
6	Bradley, TN	11	5	1,612	67.7	1.84	84
7	Union, MS	3	1	1,555	65.3	1.78	97
8	Chickasaw, MS	13	3	1,534	64.4	1.75	70
9	Alexander, NC	8	4	1,395	58.6	1.59	88
10	Caldwell, NC	7	3	1,335	56.2	1.53	84
11	Hamblen, TN	6	1	1,164	48.9	1.33	81
12	Pontotoc, MS	7	3	1,060	44.7	1.22	83
13	Cook, IL	16	3	1,067	44.5	1.21	47
14	Burke, NC	5	3	1,035	43.6	1.19	89
	U.S. Total	**828**	**262**	**87,716**	**3,676.6**	**100.00**	**70**
	2514 Metal household furniture						
1	Los Angeles, CA	26	19	4,240	194.2	13.34	94
2	Cook, IL	16	10	2,551	116.7	8.02	90
3	Bartholomew, IN	1	1	1,550	70.9	4.87	100
	U.S. Total	**246**	**107**	**31,802**	**1,455.7**	**100.00**	**81**
	2515 Mattresses & bedsprings						
1	Los Angeles, CA	24	8	2,383	136.8	7.15	70
2	Cook, IL	20	8	1,963	112.6	5.88	77
3	Kent, MI	7	1	1,214	69.7	3.64	82
4	Lee, MS	4	2	1,032	59.3	3.10	89
	U.S. Total	**430**	**80**	**33,403**	**1,914.6**	**100.00**	**55**
	2517 Wood TV & radio cabinets						
1	Hinds, MS	1	1	1,450	41.5	15.01	100
2	Dubois, IN	1	1	1,200	34.3	12.41	100
3	Jefferson, TN	1	1	1,100	31.5	11.40	100
	U.S. Total	**29**	**17**	**9,665**	**276.4**	**100.00**	**94**
	2519 Household furniture n.e.c.						
1	Los Angeles, CA	12	3	1,008	64.2	15.66	61
	U.S. Total	**77**	**18**	**6,435**	**410.0**	**100.00**	**58**
	2521 Wood office furniture						
1	Dubois, IN	10	6	1,278	91.0	8.87	79
2	Guilford, NC	3	3	1,200	85.4	8.33	100
3	Los Angeles, CA	13	4	1,191	85.0	8.29	67
	U.S. Total	**125**	**40**	**14,412**	**1,025.7**	**100.00**	**73**
	2522 Metal office furniture						
1	Kent, MI	2	2	3,950	291.2	13.20	100
2	Kings, NY	9	4	1,635	120.8	5.48	83
3	York, PA	2	2	1,413	104.2	4.72	100
4	Muskegon, MI	3	2	1,222	90.1	4.09	98
5	Kane, IL	2	2	1,100	81.0	3.67	100
6	Los Angeles, CA	11	5	1,097	80.8	3.66	72
7	Washington, OH	1	1	1,000	73.7	3.34	100
7	Muscatine, IA	1	1	1,000	73.7	3.34	100
	U.S. Total	**162**	**76**	**29,893**	**2,205.4**	**100.00**	**87**
	2531 Public-building & related furniture						
1	Kent, MI	4	2	1,964	87.0	7.84	93
2	Los Angeles, CA	8	2	1,586	70.4	6.35	85
3	Milwaukee, WI	7	3	1,196	52.8	4.76	88
4	Bell, TX	4	4	1,175	52.1	4.70	100
	U.S. Total	**242**	**70**	**25,098**	**1,109.1**	**100.00**	**70**
	2541 Wood partitions & fixtures						
1	Cook, IL	18	6	2,162	122.7	8.63	82
2	Los Angeles, CA	24	2	1,258	71.0	5.00	32
	U.S. Total	**395**	**63**	**25,141**	**1,421.4**	**100.00**	**47**
	2542 Metal partitions & fixtures						
1	Kane, IL	5	4	1,530	97.9	5.74	94
2	Cuyahoga, OH	8	4	1,365	87.4	5.12	92
3	Cook, IL	14	2	1,091	70.0	4.10	53
	U.S. Total	**302**	**79**	**26,648**	**1,705.7**	**100.00**	**63**
	2591 Drapery hardware & blinds & shades						
1	St. Joseph, MI	1	1	1,300	85.9	9.03	100
2	Los Angeles, CA	9	4	1,014	67.1	7.06	84
	U.S. Total	**135**	**27**	**14,373**	**951.0**	**100.00**	**70**
	2599 Furniture & fixtures n.e.c.						
1	Cook, IL	16	4	1,258	96.3	9.79	68
	U.S. Total	**187**	**37**	**12,855**	**983.6**	**100.00**	**55**
	SIC 26 Paper						
	2611 Pulp mills						
1	Coos, NH	2	1	2,020	269.0	8.72	97
2	Grays Harbor, WA	2	2	1,750	233.1	7.56	100
2	Haywood, NC	1	1	1,750	233.1	7.56	100
4	Talladega, AL	1	1	1,329	177.0	5.74	100
5	Adams, MS	1	1	1,200	159.9	5.19	100
6	Penobscot, ME	2	2	1,100	146.5	4.75	100
7	Wayne, GA	1	1	1,020	135.9	4.41	100
8	Taylor, FL	1	1	1,000	133.2	4.32	100
8	Little River, AR	1	1	1,000	133.2	4.32	100
8	Whatcom, WA	1	1	1,000	133.2	4.32	100
8	Harris, TX	1	1	1,000	133.2	4.32	100
	U.S. Total	**67**	**42**	**23,148**	**3,083.3**	**100.00**	**95**
	2621 Paper mills, except building paper						
1	Clark, WA	2	2	4,125	553.3	2.97	100
2	Outagamie, WI	6	5	3,973	533.0	2.86	99
3	Winnebago, WI	8	6	3,884	520.9	2.80	97
4	Mobile, AL	2	2	3,850	516.4	2.77	100
5	Wood, WI	3	3	3,504	470.0	2.52	100
6	Brown, WI	4	4	3,356	450.2	2.42	100
7	Butler, OH	5	5	3,340	448.2	2.40	100
8	Ross, OH	1	1	3,000	402.4	2.16	100
9	Wyoming, PA	1	1	2,700	362.1	1.94	100
10	Oxford, ME	1	1	2,500	335.4	1.80	100
11	Kalamazoo, MI	4	4	2,477	332.2	1.78	100
12	Haywood, NC	1	1	2,400	322.0	1.73	100
13	Cumberland, ME	2	2	2,200	295.1	1.58	100
14	Erie, PA	1	1	2,100	281.7	1.51	100
15	Allegany, MD	1	1	2,000	268.3	1.44	100
15	Harris, TX	2	2	2,000	268.3	1.44	100
17	Delaware, PA	1	1	1,800	241.4	1.30	100
18	Marathon, WI	3	3	1,700	228.1	1.22	100
19	Penobscot, ME	3	3	1,625	218.0	1.17	100
20	Cowlitz, WA	2	2	1,559	209.1	1.12	100
21	Franklin, ME	2	2	1,550	207.8	1.11	100
22	Berkshire, MA	7	5	1,540	206.4	1.11	96
23	Los Angeles, CA	9	6	1,506	202.0	1.08	95
24	Ashley, AR	1	1	1,500	201.2	1.08	100
24	Wilcox, AL	1	1	1,500	201.2	1.08	100
24	Washington, LA	1	1	1,500	201.2	1.08	100
24	Ballard, KY	1	1	1,500	201.2	1.08	100
24	Transylvania, NC	1	1	1,500	201.2	1.08	100

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 (Est.)			
24	Carlton, MN	1	1	1,500	201.2	1.08	100
30	Clackamas, OR	2	2	1,430	191.9	1.03	100
31	Columbia, OR	2	2	1,381	185.2	.99	100
32	Hampden, MA	7	7	1,379	185.1	.99	100
33	Jackson, MS	1	1	1,354	181.6	.97	100
34	Jefferson, NY	4	2	1,304	174.9	.94	91
35	Beauregard, LA	2	2	1,288	172.8	.93	100
36	Southampton, VA	1	1	1,250	167.7	.90	100
36	McMinn, TN	1	1	1,250	167.7	.90	100
38	Washington, ME	1	1	1,200	160.9	.86	100
38	Morehouse, LA	1	1	1,200	160.9	.86	100
40	Montgomery, OH	5	5	1,193	159.9	.86	100
41	Worcester, MA	6	3	1,181	158.6	.85	82
42	Sullivan, TN	1	1	1,100	147.5	.79	100
42	Houston, TX	1	1	1,100	147.5	.79	100
44	Escambia, FL	1	1	1,090	146.2	.78	100
45	York, PA	1	1	1,075	144.2	.77	100
45	Norfolk, MA	3	3	1,075	144.2	.77	100
47	Cook, IL	8	5	1,055	141.4	.76	87
48	Marinette, WI	3	2	1,049	140.7	.75	96
49	Franklin, MA	5	5	1,045	140.1	.75	100
50	Saratoga, NY	4	3	1,029	138.0	.74	97
51	Aroostook, ME	1	1	1,000	134.1	.72	100
51	Kennebec, ME	1	1	1,000	134.1	.72	100
51	Hancock, ME	1	1	1,000	134.1	.72	100
51	Putnam, FL	1	1	1,000	134.1	.72	100
	U.S. Total	**343**	**246**	**138,946**	**18,636.8**	**100.00**	**97**
	2631 Paperboard mills						
1	Washington, NC	1	1	2,500	408.7	4.07	100
2	Ouachita, LA	1	1	2,499	408.6	4.07	100
3	Jefferson, AR	2	2	2,001	327.1	3.26	100
4	Lane, OR	1	1	1,935	316.4	3.15	100
5	Columbus, NC	1	1	1,750	286.1	2.85	100
6	Alleghany, VA	1	1	1,500	245.2	2.44	100
6	Hardin, TX	1	1	1,500	245.2	2.44	100
6	Charleston, SC	1	1	1,500	245.2	2.44	100
9	Georgetown, SC	1	1	1,463	239.2	2.38	100
10	Duval, FL	2	2	1,157	189.2	1.88	100
11	Chatham, GA	2	2	1,150	188.0	1.87	100
12	Glynn, GA	2	2	1,100	179.8	1.79	100
13	Lincoln, OR	1	1	1,000	163.5	1.63	100
13	Cowlitz, WA	1	1	1,000	163.5	1.63	100
	U.S. Total	**203**	**131**	**61,411**	**10,039.7**	**100.00**	**93**
	2641 Paper coating & glazing						
1	Cook, IL	25	15	3,353	403.3	7.56	85
2	Hillsborough, NH	2	1	2,545	306.0	5.74	98
3	Ramsey, MN	2	1	2,074	249.3	4.67	98
4	McLeod, MN	1	1	2,000	240.4	4.51	100
5	Outagamie, WI	2	1	1,820	218.7	4.10	99
6	Hampshire, MA	3	3	1,301	156.4	2.93	100
7	Bucks, PA	5	3	1,204	144.7	2.71	88
8	Milwaukee, WI	3	1	1,119	134.5	2.52	89
9	Dallas, TX	10	2	1,106	133.0	2.49	68
10	Middlesex, NJ	5	1	1,012	121.6	2.28	77
11	West Feliciana, LA	1	1	1,000	120.2	2.25	100
	U.S. Total	**317**	**105**	**44,384**	**5,333.6**	**100.00**	**79**
	2642 Envelopes						
1	Hampden, MA	4	3	2,724	162.4	9.77	99
2	Cook, IL	15	8	2,491	148.5	8.94	86
3	Los Angeles, CA	14	4	1,241	74.0	4.45	58
4	Dallas, TX	8	6	1,178	70.2	4.22	89
	U.S. Total	**224**	**97**	**27,855**	**1,662.0**	**100.00**	**78**
	2643 Bags, except textile bags						
1	Chatham, GA	2	1	3,070	358.3	6.04	98
2	Los Angeles, CA	21	10	2,419	282.2	4.76	82
3	Shelby, TN	4	3	1,958	228.6	3.85	96
4	Queens, NY	5	2	1,461	170.5	2.87	94
5	Cook, IL	17	5	1,430	166.7	2.81	66
6	Greenville, SC	4	1	1,192	139.0	2.34	92
7	Henrico, VA	6	3	1,140	132.9	2.24	83
8	St. Louis city, MO	6	4	1,098	128.0	2.16	95
	U.S. Total	**394**	**149**	**50,852**	**5,931.3**	**100.00**	**78**
	2645 Die-cut paper & board						
1	Dakota, MN	4	3	1,230	134.5	8.13	97
2	Cook, IL	16	4	1,161	127.1	7.69	59
	U.S. Total	**202**	**38**	**15,120**	**1,653.8**	**100.00**	**53**
	2646 Pressed & molded pulp goods						
1	Kennebec, ME	1	1	1,250	60.5	23.70	100
	U.S. Total	**32**	**13**	**5,278**	**255.3**	**100.00**	**82**
	2647 Sanitary paper products						
1	Brown, WI	8	5	3,095	944.6	10.87	93
2	Middlesex, NJ	4	2	1,859	567.4	6.53	97
3	Shelby, TN	2	1	1,221	372.7	4.29	98
4	Dougherty, GA	1	1	1,100	335.7	3.86	100
5	Cape Girardeau, MO	1	1	1,050	320.4	3.69	100
6	Snohomish, WA	1	1	1,000	305.2	3.51	100
	U.S. Total	**107**	**57**	**28,471**	**8,689.2**	**100.00**	**92**
	2648 Stationery products						
1	Buchanan, MO	1	1	1,000	81.6	8.58	100
	U.S. Total	**79**	**43**	**11,653**	**950.8**	**100.00**	**84**
	2649 Converted paper products n.e.c.						
1	Middlesex, MA	6	4	4,375	268.5	10.78	98
2	De Kalb, GA	2	1	1,590	97.6	3.92	98
3	Cook, IL	22	6	1,537	94.2	3.78	54
4	Blackford, IN	1	1	1,100	67.5	2.71	100
	U.S. Total	**403**	**100**	**40,578**	**2,490.5**	**100.00**	**67**
	2651 Folding paperboard boxes						
1	Cook, IL	40	15	3,655	249.8	7.23	74
2	Hamilton, OH	7	3	1,890	129.3	3.74	93
3	Los Angeles, CA	13	6	1,308	89.3	2.59	77
4	Middlesex, MA	10	4	1,217	83.3	2.41	72
5	Bergen, NJ	9	3	1,149	78.6	2.28	74
6	Multnomah, OR	5	3	1,145	78.4	2.27	96
7	Baltimore city, MD	7	5	1,065	73.2	2.12	92
	U.S. Total	**492**	**179**	**50,456**	**3,453.4**	**100.00**	**72**
	2652 Set-up paperboard boxes						
1	Kings, NY	8	4	1,121	35.8	7.26	88
2	Philadelphia, PA	11	4	1,027	32.4	6.57	65
	U.S. Total	**197**	**51**	**15,404**	**493.1**	**100.00**	**57**
	2653 Corrugated & solid fiber boxes						
1	Cook, IL	56	26	6,420	609.5	5.98	77
2	Los Angeles, CA	38	13	3,187	302.6	2.97	67
3	Dallas, TX	19	8	1,776	168.6	1.65	63
4	Cuyahoga, OH	18	8	1,654	157.3	1.54	70
5	Bergen, NJ	12	9	1,579	150.0	1.47	86
6	Philadelphia, PA	13	7	1,473	139.8	1.37	79
7	Hudson, NJ	11	7	1,346	127.8	1.25	87
8	Winnebago, WI	4	2	1,223	116.1	1.14	90
9	Milwaukee, WI	10	6	1,221	116.0	1.14	85
10	Alameda, CA	11	5	1,221	115.9	1.14	82
11	Harris, TX	11	5	1,214	115.1	1.13	71
12	Baltimore city, MD	12	6	1,175	111.6	1.10	81
13	Jefferson, KY	10	6	1,144	108.8	1.07	82
14	Hamilton, OH	9	6	1,112	105.6	1.04	94
15	Queens, NY	12	4	1,088	103.5	1.02	71
16	Wayne, MI	11	4	1,010	96.0	.94	72
	U.S. Total	**1,103**	**465**	**107,220**	**10,187.9**	**100.00**	**73**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2654 Sanitary food containers						
1	Baltimore, MD	2	2	3,223	314.6	12.26	100
2	Cook, IL	8	5	2,804	273.9	10.67	95
3	Greene, MO	1	1	1,300	126.9	4.94	100
4	Monmouth, NJ	2	1	1,225	119.5	4.66	98
	U.S. Total	**122**	**71**	**26,280**	**2,566.7**	**100.00**	**91**
	2661 Building-paper & building-board mills						
1	Mason, WA	1	1	2,150	72.0	14.13	100
2	Carlton, MN	1	1	1,500	50.3	9.87	100
	U.S. Total	**95**	**45**	**15,183**	**509.7**	**100.00**	**85**
	SIC 27 Printing & publishing						
	2711 Newspapers						
1	New York, NY	22	12	10,803	722.9	3.60	97
2	Los Angeles, CA	59	23	10,18*	680.5	3.39	87
3	Cook, IL	44	14	8,945	598.0	2.98	84
4	San Francisco, CA	24	7	5,420	362.4	1.80	88
5	Wayne, MI	19	4	4,992	333.7	1.66	88
6	Suffolk, MA	13	4	4,559	304.9	1.52	92
7	District of Columbia	6	2	4,315	288.5	1.44	96
8	Baltimore city, MD	7	4	4,264	285.3	1.42	98
9	Cuyahoga, OH	14	7	3,958	264.6	1.32	94
10	Philadelphia, PA	8	4	3,921	262.5	1.31	95
11	San Diego, CA	14	7	3,518	235.7	1.17	90
12	King, WA	16	4	3,077	205.7	1.02	87
13	Dallas, TX	12	4	2,846	190.4	.95	85
14	Harris, TX	6	3	2,705	181.0	.90	93
15	Sacramento, CA	3	3	2,658	177.9	.89	100
16	Suffolk, NY	12	3	2,618	174.9	.87	90
17	Hennepin, MN	5	1	2,480	166.0	.83	93
18	Denver, CO	6	2	2,469	165.3	.82	93
19	Hamilton, OH	9	4	2,424	162.3	.81	93
20	Palm Beach, FL	8	2	2,404	160.7	.80	92
21	Middlesex, MA	29	5	2,266	151.9	.76	49
22	Davidson, TN	4	2	2,213	148.0	.74	97
23	Santa Clara, CA	11	7	2,209	147.7	.74	95
24	New Haven, CT	12	6	2,193	146.7	.73	90
25	De Kalb, GA	4	1	2,137	143.0	.71	94
26	Dade, FL	11	2	2,096	140.3	.70	81
27	Maricopa, AZ	10	4	2,044	136.6	.68	90
28	Tarrant, TX	6	4	1,894	126.6	.63	87
29	Fairfield, CT	19	4	1,865	124.5	.62	61
30	Providence, RI	12	3	1,726	114.9	.57	87
31	San Mateo, CA	14	4	1,667	111.4	.55	71
32	Jackson, MO	8	1	1,653	110.5	.55	83
33	Hartford, CT	13	4	1,637	109.5	.55	76
34	Monroe, NY	5	1	1,618	108.2	.54	93
35	Orange, CA	9	4	1,605	107.4	.53	91
36	Marion, IN	4	1	1,598	107.0	.53	94
37	Ramsey, MN	5	3	1,530	102.3	.51	95
38	Essex, MA	15	7	1,502	100.7	.50	79
39	Jefferson, KY	5	1	1,477	98.7	.49	93
40	Mercer, NJ	7	5	1,364	91.4	.46	93
41	Orange, FL	3	1	1,363	91.1	.45	96
42	Alameda, CA	5	3	1,361	90.9	.45	96
43	Bergen, NJ	7	3	1,291	86.3	.43	91
44	Contra Costa, CA	10	4	1,289	86.2	.43	81
45	Multnomah, OR	6	1	1,232	82.3	.41	86
46	Orleans, LA	4	1	1,202	80.4	.40	92
46	Worcester, MA	8	1	1,202	80.4	.40	77
48	Salt Lake, UT	4	3	1,165	78.0	.39	94
49	Montgomery, OH	5	1	1,163	77.7	.39	86
50	Hampden, MA	8	2	1,154	77.1	.38	75
51	Shelby, TN	5	1	1,125	75.2	.37	89
52	Erie, NY	4	1	1,106	74.1	.37	90
53	Oklahoma, OK	3	1	1,085	72.6	.36	92
54	Norfolk, VA	2	1	1,070	71.6	.36	93
54	Bexar, TX	4	2	1,068	71.6	.36	93
56	Milwaukee, WI	3	1	1,055	70.5	.35	95
56	Oakland, MI	9	3	1,056	70.5	.35	83
58	Allegheny, PA	12	4	1,033	69.4	.35	66
59	San Bernardino, CA	12	2	1,028	68.7	.34	64
60	Polk, IA	4	3	1,024	68.5	.34	97
61	Lucas, OH	3	1	1,005	67.1	.33	95
	U.S. Total	**2,469**	**630**	**300,420**	**20,085.4**	**100.00**	**75**
	2721 Periodicals						
1	New York, NY	233	51	25,017	3,120.7	31.15	72
2	Cook, IL	97	12	6,892	858.6	8.57	56
3	District of Columbia	32	7	4,479	559.4	5.58	81
4	Montgomery, OH	3	2	2,822	352.4	3.52	99
5	Los Angeles, CA	47	7	2,681	332.9	3.32	52
6	Westchester, NY	5	1	2,617	326.9	3.26	96
7	Delaware, PA	17	1	1,697	211.2	2.11	69
7	Fairfield, CT	24	5	1,693	211.2	2.11	61
9	Philadelphia, PA	18	6	1,665	207.4	2.07	85
10	Bergen, NJ	9	3	1,470	183.2	1.83	85
11	Franklin, OH	7	3	1,446	180.7	1.80	90
12	Polk, IA	6	2	1,435	179.2	1.79	87
13	Suffolk, MA	18	3	1,080	134.0	1.34	45
14	Ramsey, MN	8	1	1,057	132.1	1.32	80
	U.S. Total	**929**	**166**	**80,324**	**10,018.1**	**100.00**	**67**
	2731 Book publishing						
1	New York, NY	99	43	19,041	1,709.3	24.97	88
2	Cook, IL	31	15	5,508	494.3	7.22	87
3	Bergen, NJ	14	8	4,339	389.5	5.69	93
4	Nassau, NY	8	3	2,275	204.2	2.98	87
5	Ramsey, MN	3	1	2,057	185.6	2.71	97
6	Suffolk, MA	16	6	1,962	176.1	2.57	80
7	Middlesex, MA	14	6	1,859	167.0	2.44	81
8	Fairfield, CT	10	3	1,756	157.8	2.30	86
9	Kings, NY	2	1	1,493	134.0	1.96	97
10	Philadelphia, PA	7	3	1,465	131.5	1.92	89
11	Dallas, TX	5	2	1,195	107.4	1.57	92
12	Arlington, VA	1	1	1,139	102.2	1.49	100
13	Racine, WI	1	1	1,000	89.8	1.31	100
	U.S. Total	**536**	**185**	**76,248**	**6,846.2**	**100.00**	**81**
	2732 Book printing						
1	Montgomery, IN	1	1	2,500	194.2	7.73	100
2	Middlesex, MA	3	3	2,200	171.0	6.81	100
3	Randolph, IL	1	1	1,500	116.6	4.64	100
4	Winnebago, WI	1	1	1,083	84.2	3.35	100
5	Bergen, NJ	4	2	1,079	83.9	3.34	95
6	Dutchess, NY	1	1	1,000	77.7	3.09	100
	U.S. Total	**161**	**61**	**32,334**	**2,511.5**	**100.00**	**87**
	2741 Miscellaneous publishing						
1	New York, NY	38	12	4,830	328.1	11.72	78
2	Cook, IL	28	13	3,598	244.5	8.73	83
3	Los Angeles, CA	13	4	1,820	123.6	4.41	80
4	District of Columbia	5	1	1,666	113.1	4.04	90
5	Arapahoe, CO	3	2	1,535	104.2	3.72	98
6	Hamilton, OH	6	3	1,191	80.8	2.89	89
7	Berrien, MI	1	1	1,000	67.9	2.42	100
	U.S. Total	**432**	**106**	**41,264**	**2,800.1**	**100.00**	**66**
	2751 Letterpress commercial printing						
1	Cook, IL	166	31	19,589	635.1	10.39	72
2	New York, NY	182	25	10,988	355.8	5.82	43
3	District of Columbia	8	1	6,300	204.5	3.34	95

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(2751 Letterpress commercial printing, continued)						
4	Los Angeles, CA	79	11	5,319	172.1	2.81	50
5	Erie, NY	17	5	3,681	119.7	1.96	85
6	Hennepin, MN	36	8	3,269	105.8	1.73	67
7	Harris, TX	32	9	3,089	100.5	1.64	69
8	Dallas, TX	42	7	3,083	99.7	1.63	50
9	Wayne, MI	39	5	2,325	75.1	1.23	49
10	Philadelphia, PA	35	7	2,266	73.8	1.21	59
11	St. Louis city, MO	33	5	2,248	72.6	1.19	48
12	Suffolk, MA	38	5	2,193	71.0	1.16	43
13	Bergen, NJ	31	7	2,096	68.0	1.11	59
14	Middlesex, MA	29	8	2,025	65.8	1.08	57
15	Davidson, TN	13	5	1,971	64.0	1.05	79
16	Ramsey, MN	15	6	1,928	62.2	1.02	82
17	Fulton, GA	15	2	1,872	60.5	.99	70
18	Cuyahoga, OH	34	4	1,760	56.5	.92	37
19	Essex, NJ	26	4	1,707	55.1	.90	47
20	Hartford, CT	27	5	1,613	52.6	.86	60
21	King, WA	24	3	1,537	49.5	.81	42
22	Hamilton, OH	29	4	1,465	47.9	.78	42
23	Lancaster, PA	8	3	1,326	43.1	.70	87
24	Kings, NY	28	1	1,335	43.0	.70	8
25	Baltimore city, MD	24	3	1,255	40.4	.66	32
26	Fairfield, CT	27	2	1,259	40.3	.66	28
27	Henrico, VA	11	2	1,237	40.1	.66	72
28	New Haven, CT	26	2	1,215	38.9	.64	24
29	Nassau, NY	24	3	1,182	38.2	.62	39
30	Norfolk, MA	18	4	1,164	37.8	.62	53
31	Middlesex, NJ	13	3	1,145	37.0	.61	64
32	San Francisco, CA	18	2	1,089	35.3	.58	37
33	Pinellas, FL	9	1	1,060	34.3	.56	78
34	Merrimack, NH	4	1	1,036	33.7	.55	92
35	Lake, IL	10	5	1,015	33.0	.54	76
36	Blue Earth, MN	1	1	1,000	32.5	.53	100
	U.S. Total	**2,789**	**370**	**181,972**	**6,113.7**	**100.00**	**51**
	2752 Lithographic commercial printing						
1	Cook, IL	141	33	10,511	1,237.5	8.14	39
2	New York, NY	96	11	5,246	619.6	4.07	34
3	Los Angeles, CA	70	10	3,957	466.7	3.07	43
4	District of Columbia	23	6	3,455	406.4	2.67	83
5	Hamilton, OH	33	6	3,316	391.1	2.57	67
6	San Francisco, CA	36	5	2,630	309.2	2.03	55
7	Philadelphia, PA	35	8	2,526	298.0	1.96	55
8	Bergen, NJ	37	3	2,070	244.1	1.61	34
9	Nassau, NY	24	7	2,021	238.0	1.57	66
10	Allegheny, PA	31	4	1,830	216.2	1.42	45
11	Cuyahoga, OH	42	3	1,788	211.6	1.39	17
12	Milwaukee, WI	21	5	1,783	210.1	1.38	63
13	Hennepin, MN	20	5	1,744	205.2	1.35	67
14	De Kalb, GA	15	3	1,662	195.4	1.28	73
15	Wayne, MI	30	4	1,596	189.0	1.24	40
16	Du Page, IL	15	3	1,522	179.0	1.18	59
17	St. Louis city, MO	23	4	1,510	178.3	1.17	55
18	Hartford, CT	14	5	1,476	173.6	1.14	74
19	Santa Clara, CA	16	4	1,409	165.7	1.09	56
20	Denver, CO	22	3	1,403	165.1	1.09	49
21	Montgomery, MD	9	3	1,375	161.6	1.06	82
22	Suffolk, MA	19	4	1,324	155.9	1.03	45
23	Ramsey, MN	5	3	1,305	153.5	1.01	96
24	Jefferson, AL	16	3	1,270	149.8	.99	53
25	Baltimore, MD	8	3	1,207	141.9	.93	79
26	Henrico, VA	16	3	1,204	141.8	.93	54
27	Effingham, IL	1	1	1,152	138.9	.91	100
28	Marion, IN	14	3	1,164	137.2	.90	58
29	Middlesex, MA	11	3	1,118	131.4	.86	81
30	Monroe, NY	9	2	1,107	130.4	.86	68
31	Waukesha, WI	9	1	1,075	126.5	.83	60
32	Dallas, TX	15	3	1,047	123.4	.81	43
33	Harris, TX	17	2	1,038	122.2	.80	38
34	Jefferson, KY	15	3	1,002	118.0	.78	47
	U.S. Total	**1,907**	**316**	**129,073**	**15,207.2**	**100.00**	**53**
	2753 Engraving & plate printing						
1	Cook, IL	11	3	1,447	43.1	11.50	79
2	Los Angeles, CA	18	3	1,224	36.4	9.71	52
3	Bronx, NY	1	1	1,107	32.9	8.78	100
4	New York, NY	10	4	1,068	31.9	8.51	74
	U.S. Total	**181**	**27**	**12,612**	**374.8**	**100.00**	**53**
	2761 Manifold business forms						
1	Cook, IL	14	2	1,869	205.5	4.29	78
2	Montgomery, OH	4	3	1,637	179.9	3.75	95
3	York, PA	4	3	1,637	179.7	3.75	95
	U.S. Total	**427**	**132**	**43,605**	**4,793.9**	**100.00**	**71**
	2771 Greeting-card publishing						
1	Jackson, MO	2	1	4,530	[illegible].9	20.53	99
2	Cuyahoga, OH	2	2	2,700	218.7	12.24	100
3	Hamilton, OH	2	1	2,025	164.0	9.18	99
4	Cook, IL	15	5	1,493	120.9	6.77	73
5	Mississippi, AR	1	1	1,480	119.9	6.71	100
6	Shawnee, KS	1	1	1,000	81.0	4.53	100
	U.S. Total	**85**	**35**	**22,052**	**1,786.5**	**100.00**	**90**
	2782 Blankbooks & looseleaf binders						
1	Los Angeles, CA	13	8	1,883	153.5	8.00	84
2	Hampden, MA	7	3	1,409	138.1	7.20	88
3	Cook, IL	17	5	1,195	97.2	5.07	57
	U.S. Total	**242**	**80**	**23,513**	**1,918.5**	**100.00**	**70**
	2789 Bookbinding & related work						
1	Cook, IL	27	9	1,904	78.8	9.10	71
2	New York, NY	25	2	1,229	50.4	5.82	30
	U.S. Total	**282**	**85**	**20,908**	**866.4**	**100.00**	**57**
	2791 Typesetting						
1	New York, NY	32	5	2,088	149.8	12.71	38
2	Cook, IL	27	4	1,637	117.4	9.96	51
3	Philadelphia, PA	9	5	1,020	73.1	6.20	74
	U.S. Total	**316**	**35**	**16,462**	**1,178.6**	**100.00**	**33**
	2793 Photoengraving						
1	New York, NY	21	10	2,019	68.4	22.39	80
2	Cook, IL	17	3	1,086	36.5	11.95	35
	U.S. Total	**171**	**21**	**9,073**	**305.5**	**100.00**	**35**
	SIC 28 Chemicals						
	2812 Alkalies & chlorine						
1	Harris, TX	6	5	2,833	180.9	14.06	99
2	Wayne, MI	3	2	1,804	115.2	8.95	99
3	Midland, MI	1	1	1,500	93.9	7.45	100
4	Onondaga, NY	3	2	1,215	77.6	6.03	97
5	Summit, OH	2	1	1,030	65.9	5.12	97
6	Kanawha, WV	1	1	1,003	64.1	4.98	100
7	Brazoria, TX	2	2	1,000	64.0	4.97	100
	U.S. Total	**73**	**42**	**20,135**	**1,286.7**	**100.00**	**92**
	2813 Industrial gases						
1	Harris, TX	15	1	1,093	89.2	6.11	57
	U.S. Total	**356**	**35**	**17,860**	**1,459.0**	**100.00**	**36**

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Rank	County, State	No. Of Estab. Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2819 Industrial inorganic chemicals n.e.c.						
1	Anderson, TN	3	2	5,477	638.8	5.56	99
2	Harris, TX	20	8	3,300	385.1	3.35	85
3	Pike, OH	2	1	3,092	360.7	3.14	99
4	Saline, AR	3	2	2,775	323.5	2.82	99
5	Cook, IL	17	7	2,444	285.1	2.48	81
6	McCracken, KY	2	1	2,423	282.6	2.46	99
7	Cuyahoga, OH	7	4	2,192	255.8	2.23	91
8	Los Angeles, CA	20	6	1,848	215.9	1.88	66
9	Alleghany, VA	2	1	1,739	202.8	1.77	98
10	East Baton Rouge, LA	4	4	1,685	196.4	1.71	100
11	Mobile, AL	7	5	1,610	187.9	1.64	93
12	Santa Barbara, CA	1	1	1,500	175.0	1.52	100
13	Salt Lake, UT	3	2	1,453	169.5	1.48	97
14	Brazoria, TX	5	2	1,430	166.8	1.45	87
15	Contra Costa, CA	12	3	1,424	165.8	1.44	79
16	Chester, PA	2	1	1,347	157.0	1.37	94
17	Baltimore city, MD	8	5	1,297	151.4	1.32	88
18	New Castle, DE	3	2	1,235	144.0	1.25	97
19	New London, CT	1	1	1,219	142.1	1.24	100
20	St. James, LA	3	2	1,215	141.6	1.23	97
21	Niagara, NY	5	3	1,148	133.9	1.17	93
22	Shelby, TN	5	2	1,129	131.5	1.14	92
23	Polk, FL	5	4	1,056	123.3	1.07	96
24	Warren, NJ	2	1	1,039	121.1	1.05	96
25	Ascension, LA	4	3	1,006	117.3	1.02	95
26	Middlesex, NJ	12	5	1,001	116.7	1.02	80
27	Midland, MI	1	1	1,000	116.6	1.02	100
27	Campbell, VA	1	1	1,000	116.6	1.02	100
	U.S. Total	**599**	**226**	**98,503**	**11,487.0**	**100.00**	**84**
	2821 Plastics materials & synthetic resins						
1	Harris, TX	23	16	6,398	1,181.3	7.17	94
2	Aiken, SC	1	1	5,200	959.8	5.82	100
3	Wood, WV	3	3	3,380	623.9	3.78	100
4	Orange, TX	4	2	3,065	565.6	3.43	96
5	Midland, MI	2	2	2,829	522.2	3.17	100
6	Somerset, NJ	2	1	2,030	374.7	2.27	99
7	Galveston, TX	2	2	2,000	369.0	2.24	100
8	New Haven, CT	5	3	1,571	290.0	1.76	96
9	Cook, IL	15	2	1,516	280.0	1.70	51
10	Sullivan, TN	1	1	1,500	276.8	1.68	100
10	Niagara, NY	3	3	1,500	276.8	1.68	100
12	New Castle, DE	9	4	1,461	269.7	1.64	83
13	Los Angeles, CA	17	7	1,391	256.8	1.56	67
14	Pickaway, OH	2	2	1,332	245.7	1.49	100
15	Morgan, AL	1	1	1,250	230.8	1.40	100
15	Brazoria, TX	3	2	1,250	230.8	1.40	94
17	Worcester, MA	11	6	1,229	226.5	1.37	81
18	Bucks, PA	3	1	1,180	217.7	1.32	93
19	Beaver, PA	2	2	1,139	210.3	1.28	100
20	Middlesex, NJ	10	5	1,129	208.3	1.26	86
21	Greenville, SC	2	2	1,110	205.0	1.24	100
22	Victoria, TX	1	1	1,100	203.0	1.23	100
22	Wayne, MI	4	3	1,100	203.0	1.23	98
24	Passaic, NJ	3	3	1,073	198.1	1.20	100
25	St. Charles, LA	2	1	1,039	191.8	1.16	96
	U.S. Total	**484**	**188**	**89,230**	**16,486.7**	**100.00**	**85**
	2822 Synthetic rubber						
1	East Baton Rouge, LA	3	3	3,220	429.5	14.60	100
2	Jefferson, KY	3	3	3,187	425.2	14.45	100
3	Midland, MI	3	3	2,639	351.9	11.96	100
4	Summit, OH	4	4	2,480	330.8	11.24	100
5	Harris, TX	3	3	2,125	283.5	9.64	100
6	Jefferson, TX	3	3	1,388	185.2	6.30	100
7	Orange, TX	3	2	1,283	171.2	5.82	97
8	Calcasieu, LA	2	2	1,149	153.3	5.21	100
	U.S. Total	**48**	**36**	**22,054**	**2,942.0**	**100.00**	**97**
	2823 Cellulosic man-made fibers						
1	Sullivan, TN	1	1	6,000	440.1	29.32	100
2	Blount, TN	1	1	3,220	236.2	15.74	100
3	Giles, VA	1	1	2,039	149.5	9.96	100
4	Warren, VA	1	1	2,000	146.7	9.77	100
5	York, SC	1	1	1,904	139.7	9.31	100
6	Carter, TN	1	1	1,600	117.3	7.82	100
	U.S. Total	**11**	**11**	**20,463**	**1,500.8**	**100.00**	**100**
	2824 Noncellulosic synthetic organic fibers						
1	Escambia, FL	1	1	5,500	824.1	8.74	100
2	Henry, VA	1	1	4,000	599.4	6.35	100
2	Hamilton, TN	1	1	4,000	599.4	6.35	100
4	Kershaw, SC	1	1	3,575	535.6	5.68	100
5	Sussex, DE	1	1	3,500	524.4	5.56	100
6	Davidson, TN	1	1	3,400	509.4	5.40	100
7	Henrico, VA	2	1	2,969	444.9	4.72	98
8	Augusta, VA	2	2	2,901	434.6	4.61	100
9	Spartanburg, SC	2	2	2,840	425.5	4.51	100
10	Prince George, VA	2	2	2,550	382.1	4.05	100
11	Lenoir, NC	1	1	2,500	374.6	3.97	100
12	Greenville, SC	2	1	2,259	338.5	3.59	97
13	Greenwood, SC	1	1	2,200	329.7	3.50	100
14	Morgan, AL	1	1	2,139	320.5	3.40	100
15	New Hanover, NC	1	1	2,000	299.6	3.18	100
16	Rowan, NC	1	1	1,700	254.7	2.70	100
16	Kanawha, WV	1	1	1,700	254.7	2.70	100
18	Lexington, SC	1	1	1,602	240.1	2.55	100
19	Richland, SC	1	1	1,435	215.0	2.28	100
20	Anderson, SC	1	1	1,301	194.9	2.07	100
21	Florence, SC	1	1	1,125	168.5	1.79	100
22	Berkeley, SC	1	1	1,115	167.1	1.77	100
	U.S. Total	**58**	**41**	**62,959**	**9,433.2**	**100.00**	**99**
	2833 Medicinals & botanicals						
1	Essex, NJ	4	2	6,355	864.5	27.62	99
2	Middlesex, NJ	3	2	3,119	424.3	13.56	98
3	St. Louis city, MO	1	1	1,174	159.7	5.10	100
4	Warren, NJ	2	1	1,060	144.2	4.61	94
5	Bergen, NJ	7	1	1,036	140.9	4.50	70
	U.S. Total	**114**	**39**	**23,011**	**3,129.5**	**100.00**	**86**
	2834 Pharmaceutical preparations						
1	Union, NJ	13	10	9,639	1,339.0	7.68	99
2	Marion, IN	3	3	5,439	755.5	4.34	100
3	Lake, IL	3	2	5,420	752.8	4.32	100
4	Montgomery, PA	4	4	4,829	670.8	3.85	100
5	Los Angeles, CA	27	13	4,554	632.7	3.63	87
6	Philadelphia, PA	9	2	4,478	622.0	3.57	94
7	Rockland, NY	2	2	4,014	557.6	3.20	100
8	Middlesex, NJ	9	6	3,883	539.1	3.09	98
9	Chester, PA	3	3	3,430	476.5	2.73	100
10	Kalamazoo, MI	2	1	2,884	400.7	2.30	97
11	Baxter, AR	1	1	2,800	388.9	2.23	100
12	Kings, NY	3	1	2,590	359.7	2.06	97
13	Cook, IL	18	4	2,428	337.1	1.93	76
14	Somerset, NJ	3	3	2,150	298.7	1.71	100
15	St. Louis city, MO	11	5	2,103	292.0	1.68	89
16	New London, CT	2	2	2,100	291.6	1.67	100
17	Morris, NJ	5	4	2,037	283.0	1.62	97
18	Orange, CA	10	4	1,875	260.3	1.49	91
19	Essex, NJ	6	5	1,869	259.4	1.49	99
20	Shelby, TN	2	1	1,830	254.1	1.46	98
21	Hamilton, OH	4	3	1,794	249.3	1.43	98
22	Nash, NC	1	1	1,750	243.1	1.40	100

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(2834 Pharmaceutical preparations, continued)						
23	Nassau, NY	14	8	1,471	204.0	1.17	83
24	Santa Clara, CA	3	3	1,443	200.3	1.15	100
25	Chenango, NY	1	1	1,400	194.5	1.12	100
26	Henrico, VA	3	2	1,379	191.6	1.10	97
27	Jackson, MO	5	3	1,247	173.0	.99	97
28	Westchester, NY	3	3	1,210	167.9	.96	100
29	Delaware, PA	1	1	1,200	166.7	.96	100
30	New York, NY	4	1	1,160	160.9	.92	92
31	Bergen, NJ	11	4	1,072	148.9	.85	70
32	Lancaster, PA	2	2	1,042	144.8	.83	100
33	Vanderburgh, IN	1	1	1,039	144.3	.83	100
34	Bolivar, MS	1	1	1,000	138.9	.80	100
34	Tippecanoe, IN	1	1	1,000	138.9	.80	100
	U.S. Total	**464**	**218**	**125,453**	**17,425.7**	**100.00**	**92**
	2841 Soap & other detergents						
1	Hamilton, OH	7	3	7,605	1,948.2	21.13	98
2	St. Louis city, MO	12	6	2,140	548.3	5.95	87
3	Cook, IL	21	4	1,818	465.7	5.05	60
4	Baltimore city, MD	3	3	1,720	440.7	4.78	100
5	Los Angeles, CA	14	5	1,594	408.2	4.43	83
6	Wyandotte, KS	2	2	1,350	345.9	3.75	100
7	Dallas, TX	10	1	1,203	308.3	3.34	62
8	Kent, MI	2	1	1,120	286.9	3.11	98
9	Lake, IN	1	1	1,000	256.2	2.78	100
9	Richmond, NY	1	1	1,000	256.2	2.78	100
	U.S. Total	**274**	**70**	**35,992**	**9,219.8**	**100.00**	**78**
	2842 Polishes & sanitation goods						
1	Cook, IL	39	7	2,725	306.3	6.65	54
2	De Kalb, GA	11	7	2,661	298.9	6.49	92
3	Los Angeles, CA	31	7	2,199	247.4	5.37	60
4	Ramsey, MN	3	1	2,070	232.4	5.04	97
5	Racine, WI	2	1	2,020	226.9	4.93	99
6	Alameda, CA	7	3	1,157	130.0	2.82	89
	U.S. Total	**523**	**99**	**40,968**	**4,606.7**	**100.00**	**59**
	2844 Toilet preparations						
1	Middlesex, NJ	15	9	6,414	1,007.4	11.48	95
2	Cook, IL	29	12	5,147	808.9	9.22	89
3	Hudson, NJ	4	3	3,869	607.9	6.93	99
4	Bergen, NJ	14	9	2,853	448.3	5.11	93
5	Los Angeles, CA	21	6	2,837	445.6	5.08	73
6	Hamilton, OH	4	3	2,310	363.0	4.14	99
7	Suffolk, NY	9	2	2,245	352.5	4.02	82
8	Passaic, NJ	3	3	1,622	254.9	2.91	100
9	Fairfield, CT	5	1	1,615	253.8	2.89	93
10	Onondaga, NY	1	1	1,500	235.7	2.69	100
11	Ramsey, MN	3	2	1,142	179.3	2.04	95
12	Rockland, NY	1	1	1,000	157.2	1.79	100
	U.S. Total	**264**	**124**	**55,843**	**8,773.1**	**100.00**	**90**
	2851 Paints & allied products						
1	Cook, IL	65	22	7,951	1,033.4	11.20	81
2	Los Angeles, CA	56	11	4,461	579.7	6.28	59
3	Cuyahoga, OH	24	5	2,278	296.2	3.21	59
4	Essex, NJ	24	5	1,769	229.9	2.49	56
5	Jefferson, KY	16	7	1,597	207.9	2.25	77
6	Wayne, MI	19	2	1,551	201.6	2.18	50
7	Harris, TX	21	2	1,418	184.8	2.00	28
8	Baltimore city, MD	12	7	1,417	183.9	1.99	84
9	Dallas, TX	18	4	1,376	179.3	1.94	58
10	San Mateo, CA	7	3	1,334	173.2	1.88	85
11	Philadelphia, PA	9	3	1,194	155.3	1.68	82
12	St. Louis city, MO	21	1	1,146	148.9	1.61	18
13	Orange, CA	11	2	1,103	143.4	1.55	54
	U.S. Total	**886**	**201**	**70,983**	**9,226.7**	**100.00**	**61**
	2865 Cyclic crudes & intermediates						
1	Harris, TX	11	4	1,839	458.9	6.38	79
2	Hamilton, OH	4	2	1,429	356.9	4.96	93
3	Somerset, NJ	5	2	1,332	332.4	4.62	90
4	St. Clair, IL	1	1	1,300	324.6	4.51	100
5	Ocean, NJ	1	1	1,200	299.6	4.16	100
6	Essex, NJ	9	4	1,167	291.4	4.05	83
7	Passaic, NJ	11	3	1,110	277.1	3.85	76
8	Mecklenburg, NC	4	2	1,019	254.4	3.54	91
	U.S. Total	**192**	**75**	**28,823**	**7,195.9**	**100.00**	**82**
	2869 Industrial organic chemicals n.e.c.						
1	Brazoria, TX	6	3	6,482	1,881.1	5.86	97
2	Harris, TX	28	11	6,036	1,751.8	5.45	85
3	Kanawha, WV	6	4	5,382	1,562.0	4.86	98
4	Jefferson, TX	10	7	4,142	1,202.2	3.74	97
5	Iberville, LA	7	3	3,815	1,107.4	3.45	95
6	Niagara, NY	5	2	3,560	1,033.2	3.22	97
7	Galveston, TX	3	3	3,515	1,020.1	3.18	100
8	Salem, NJ	1	1	3,000	870.7	2.71	100
9	Prince George, VA	2	2	2,700	783.7	2.44	100
10	Midland, MI	1	1	2,619	760.1	2.37	100
11	East Baton Rouge, LA	2	2	2,350	682.0	2.12	100
12	Ascension, LA	9	9	2,305	668.7	2.08	100
13	Lake, OH	3	1	2,256	654.7	2.04	93
14	Sullivan, TN	1	1	2,179	632.4	1.97	100
15	Middlesex, NJ	12	4	2,096	608.1	1.89	74
16	Cook, IL	21	4	1,782	516.9	1.61	56
17	Bergen, NJ	20	7	1,524	442.5	1.38	71
18	Calcasieu, LA	6	3	1,456	422.6	1.32	91
19	Los Angeles, CA	15	5	1,326	384.6	1.20	56
20	Middlesex, MA	6	2	1,281	371.6	1.16	83
21	Jackson, MO	3	1	1,260	365.7	1.14	96
22	Lake, IN	2	1	1,259	365.4	1.14	95
23	Washington, AL	1	1	1,250	362.8	1.13	100
24	Hudson, NJ	7	4	1,139	330.7	1.03	93
25	Mobile, AL	5	3	1,105	320.6	1.00	84
26	Hamilton, OH	5	2	1,073	311.4	.97	89
27	Passaic, NJ	7	2	1,055	306.2	.95	82
28	St. Charles, MO	1	1	1,000	290.2	.90	100
28	Gregg, TX	1	1	1,000	290.2	.90	100
	U.S. Total	**526**	**208**	**110,692**	**32,123.4**	**100.00**	**87**
	2874 Phosphatic fertilizers						
1	Polk, FL	9	9	5,365	1,602.1	31.94	100
2	Hillsborough, FL	4	3	2,156	643.7	12.83	99
3	Union, OH	1	1	1,200	358.2	7.14	100
	U.S. Total	**87**	**37**	**16,798**	**5,015.4**	**100.00**	**87**
	2891 Adhesives & sealants						
1	Los Angeles, CA	20	7	1,684	164.1	6.30	67
2	Cuyahoga, OH	8	2	1,559	151.9	5.83	81
3	Cook, IL	22	4	1,506	146.6	5.63	52
	U.S. Total	**309**	**73**	**26,722**	**2,606.2**	**100.00**	**64**
	2892 Explosives						
1	Montgomery, VA	1	1	3,400	281.3	27.44	100
2	Hamilton, TN	1	1	1,100	91.0	8.88	100
	U.S. Total	**67**	**26**	**12,392**	**1,025.1**	**100.00**	**84**
	2893 Printing ink						
1	Cook, IL	27	11	2,718	314.5	22.12	74
	U.S. Total	**211**	**30**	**12,310**	**1,421.9**	**100.00**	**46**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	2899 Chemical preparations n.e.c.						
1	Los Angeles, CA	48	7	2,943	327.7	5.24	41
2	Cook, IL	39	6	2,436	271.7	4.35	44
3	Cuyahoga, OH	23	5	1,805	201.3	3.22	63
4	Harris, TX	22	2	1,754	195.9	3.13	44
5	Oakland, MI	13	3	1,191	132.7	2.12	74
6	Hamilton, OH	10	3	1,101	122.6	1.96	76
7	Hudson, NJ	10	3	1,088	121.3	1.94	71
	U.S. Total	**763**	**151**	**56,101**	**6,252.4**	**100.00**	**56**
	SIC 29 Petroleum refining & coal products						
	2911 Petroleum refining						
1	Jefferson, TX	6	6	9,324	19,213.0	9.96	100
2	East Baton Rouge, LA	1	1	4,000	8,242.4	4.27	100
3	Kay, OK	1	1	2,893	5,961.3	3.09	100
4	Calcasieu, LA	4	2	2,811	5,792.3	3.00	97
5	Galveston, TX	4	3	2,785	5,738.7	2.98	97
6	Delaware, PA	3	3	2,686	5,534.8	2.87	100
7	Madison, IL	3	3	2,680	5,522.3	2.86	100
8	Union, NJ	2	2	2,316	4,772.3	2.47	100
9	Contra Costa, CA	5	5	2,228	4,591.0	2.38	100
10	Cook, IL	7	3	2,063	4,250.9	2.20	93
11	Gloucester, NJ	2	2	1,828	3,766.7	1.95	100
12	Nueces, TX	7	5	1,739	3,583.2	1.86	95
13	Lucas, OH	3	3	1,535	3,162.9	1.64	100
14	Butler, KS	4	4	1,319	2,717.8	1.41	100
15	Tulsa, OK	3	2	1,235	2,544.8	1.32	97
16	Philadelphia, PA	2	1	1,230	2,534.5	1.31	98
17	St. Charles, LA	3	2	1,204	2,481.0	1.29	96
18	Lake, IN	4	1	1,153	2,375.9	1.23	87
18	Los Angeles, CA	20	13	5,916	2,375.9	6.32	94
20	Middlesex, NJ	3	2	1,040	2,143.1	1.11	97
21	Boyd, KY	1	1	1,009	2,079.1	1.08	100
21	Harris, TX	8	5	5,579	2,079.1	5.96	98
	U.S. Total	**356**	**177**	**93,576**	**192,820.6**	**100.00**	**91**
	2951 Paving mixtures & blocks						
1	Los Angeles, CA	9	1	1,103	60.7	2.65	72
	U.S. Total	**634**	**108**	**41,692**	**2,287.0**	**100.00**	**45**
	2952 Asphalt felts & coatings						
1	Cook, IL	13	5	1,682	245.1	8.37	79
2	Los Angeles, CA	8	3	1,057	153.9	5.26	80
3	Somerset, NJ	2	2	1,000	145.8	4.98	100
	U.S. Total	**199**	**67**	**20,085**	**2,927.6**	**100.00**	**70**
	2992 Lubricating oils & greases						
1	Cook, IL	20	3	1,152	185.6	6.64	50
	U.S. Total	**278**	**38**	**17,334**	**2,794.3**	**100.00**	**45**
	SIC 30 Rubber & miscellaneous plastics						
	3011 Tires & inner tubes						
1	Summit, OH	3	2	4,220	392.9	5.00	99
2	Polk, IA	2	2	3,600	335.2	4.26	100
3	Lauderdale, AL	1	1	3,500	325.9	4.15	100
4	Smith, TX	2	2	3,175	295.6	3.76	100
5	Shelby, TN	1	1	3,100	288.6	3.67	100
6	Allegany, MD	1	1	3,038	282.8	3.60	100
7	Obion, TN	1	1	2,654	247.1	3.14	100
8	Macon, IL	1	1	2,500	232.8	2.96	100
8	Shawnee, KS	1	1	2,500	232.8	2.96	100
10	Eau Claire, WI	1	1	2,133	198.6	2.53	100
11	Tuscaloosa, AL	1	1	2,000	186.2	2.37	100
11	Ottawa, OK	1	1	2,000	186.2	2.37	100
11	Allen, IN	1	1	2,000	186.2	2.37	100
11	Greenville, SC	1	1	2,000	186.2	2.37	100
15	Pittsylvania, VA	1	1	1,900	176.9	2.25	100
16	Oklahoma, OK	1	1	1,800	167.6	2.13	100
17	Wilson, NC	1	1	1,750	162.9	2.07	100
17	Cumberland, NC	1	1	1,750	162.9	2.07	100
17	Lee, AL	1	1	1,750	162.9	2.07	100
20	Dougherty, GA	1	1	1,704	158.6	2.02	100
21	Graves, KY	1	1	1,650	153.6	1.95	100
22	Spartanburg, SC	2	1	1,580	147.2	1.87	95
23	Bowie, TX	1	1	1,500	139.7	1.78	100
23	Stephenson, IL	1	1	1,500	139.7	1.78	100
23	Erie, NY	1	1	1,500	139.7	1.78	100
23	Dale, AL	1	1	1,500	139.7	1.78	100
27	Montgomery, PA	1	1	1,483	138.1	1.76	100
28	McLennan, TX	1	1	1,428	132.9	1.69	100
29	Rutherford, TN	1	1	1,400	130.4	1.66	100
30	Hancock, OH	2	1	1,332	124.1	1.58	98
31	Jackson, MI	1	1	1,300	121.1	1.54	100
32	Carter, OK	1	1	1,254	116.7	1.48	100
33	Cumberland, PA	1	1	1,200	111.7	1.42	100
34	Adams, MS	1	1	1,075	100.1	1.27	100
	U.S. Total	**123**	**79**	**84,419**	**7,860.2**	**100.00**	**98**
	3021 Rubber & plastic footwear						
1	New Haven, CT	1	1	3,029	89.1	16.89	100
2	Dade, FL	4	4	1,800	53.0	10.05	100
3	Harford, MD	1	1	1,500	44.2	8.38	100
4	Hillsborough, NH	3	3	1,240	36.5	6.92	100
5	McDuffie, GA	1	1	1,012	29.8	5.65	100
6	Robeson, NC	1	1	1,000	29.4	5.57	100
	U.S. Total	**41**	**31**	**17,926**	**527.4**	**100.00**	**98**
	3041 Rubber & plastic hose & belting						
1	Haywood, NC	1	1	1,900	105.3	6.07	100
2	Lancaster, NE	1	1	1,800	99.8	5.76	100
3	Greene, MO	1	1	1,500	83.2	4.80	100
4	Denver, CO	1	1	1,039	57.6	3.32	100
5	Benton, AR	2	2	1,000	55.5	3.20	100
	U.S. Total	**170**	**81**	**31,271**	**1,733.4**	**100.00**	**88**
	3069 Fabricated rubber products n.e.c.						
1	St. Joseph, IN	4	1	5,101	202.4	4.21	98
2	Los Angeles, CA	52	16	4,302	171.0	3.56	65
3	Strafford, NH	2	2	3,800	150.7	3.13	100
4	Cook, IL	32	12	3,137	124.7	2.59	74
5	Geauga, OH	8	6	2,435	96.6	2.01	98
6	Norfolk, MA	11	5	2,249	89.4	1.86	92
7	Lake, OH	7	3	2,080	82.6	1.72	91
8	Summit, OH	26	7	1,894	75.2	1.56	53
9	Ashland, OH	7	6	1,830	72.7	1.51	99
10	Wabash, IN	1	1	1,700	67.4	1.40	100
11	Anderson, SC	2	2	1,660	65.9	1.37	100
12	Orange, CA	10	3	1,642	65.2	1.36	86
13	Elkhart, IN	8	5	1,605	63.4	1.32	89
14	Hennepin, MN	8	2	1,596	63.3	1.32	80
15	Bristol, MA	5	2	1,531	60.9	1.27	90
16	Lee, IA	1	1	1,500	59.5	1.24	100
17	Auglaize, OH	2	2	1,450	57.5	1.20	100
18	Bedford, VA	1	1	1,400	55.6	1.16	100
19	Windham, CT	6	5	1,375	54.6	1.14	97
20	Maricopa, AZ	4	1	1,353	53.7	1.12	89
21	Tarrant, TX	11	3	1,319	52.4	1.09	72
22	Erie, PA	3	1	1,300	51.4	1.07	89
23	Stark, OH	6	4	1,244	49.3	1.03	90
24	Cuyahoga, OH	11	2	1,171	46.6	.97	64
25	Fairfield, CT	12	6	1,130	44.7	.93	85
26	Rockingham, NH	2	2	1,090	43.2	.90	100

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 (Est.)			
27	Houston, AL	1	1	1,000	39.7	.83	100
	U.S. Total	**890**	**313**	**121,140**	**4,809.6**	**100.00**	**79**

3079 Miscellaneous plastics products

1	Cook, IL	222	66	19,046	1,196.8	4.39	65
2	Los Angeles, CA	222	60	19,013	1,193.3	4.37	63
3	Orange, CA	79	20	6,108	382.9	1.40	57
4	Providence, RI	56	15	6,043	379.5	1.39	70
5	Worcester, MA	78	21	6,017	376.4	1.38	56
6	Middlesex, MA	55	17	5,877	369.2	1.35	73
7	Harris, TX	63	12	4,615	289.7	1.06	52
8	Dallas, TX	52	11	4,573	287.1	1.05	59
9	Cuyahoga, OH	56	13	4,482	281.7	1.03	63
10	Macomb, MI	42	11	4,424	277.8	1.02	66
11	Oakland, MI	55	12	4,358	274.2	1.00	53
12	Hamilton, OH	25	9	3,961	249.0	.91	84
13	Nassau, NY	53	11	3 833	240.3	.88	54
14	Hennepin, MN	41	12	3,723	233.3	.85	68
15	Bergen, NJ	44	18	3,656	229.7	.84	72
16	Middlesex, NJ	41	12	3,436	215.9	.79	63
17	Milwaukee, WI	27	7	3,259	204.4	.75	68
18	Union, NJ	46	12	3,232	202.5	.74	59
19	Tarrant, TX	36	10	3,136	196.5	.72	58
20	Erie, PA	30	12	3,069	192.6	.71	73
21	Ashtabula, OH	19	8	3,021	189.7	.70	86
22	Franklin, OH	23	7	2,971	186.6	.68	80
23	Du Page, IL	37	12	2,914	182.9	.67	67
24	Passaic, NJ	32	9	2,715	169.9	.62	66
25	Kings, NY	37	8	2,676	167.5	.61	50
26	Morris, NJ	28	11	2,564	161.0	.59	72
27	Kane, IL	31	8	2,562	160.9	.59	57
28	Suffolk, NY	28	12	2,444	153.4	.56	75
29	Essex, NJ	36	9	2,438	152.7	.56	60
30	Wayne, NY	2	1	2,426	152.5	.56	99
31	Jackson, MO	27	6	2,338	146.7	.54	67
32	Vanderburgh, IN	14	6	2,318	145.5	.53	84
33	St. Louis city, MO	33	7	2,279	142.6	.52	52
34	Fairfield, CT	42	9	2,231	140.0	.51	51
35	Essex, MA	24	8	2,233	139.9	.51	73
36	Guilford, NC	21	6	2,208	138.7	.51	65
37	New Haven, CT	33	4	2,148	134.9	.49	46
38	Mecklenburg, NC	14	5	2,089	131.0	.48	78
39	Hartford, CT	34	7	2,079	130.9	.48	50
40	Henrico, VA	7	2	2,049	128.7	.47	85
41	New Castle, DE	14	6	1,985	124.5	.46	81
42	Hudson, NJ	22	7	1,964	123.4	.45	62
43	Montgomery, PA	23	4	1,910	120.0	.44	57
44	Washtenaw, MI	15	6	1,890	118.6	.43	83
45	Allegheny, PA	21	5	1,890	118.5	.43	67
46	Ramsey, MN	11	3	1,858	116.8	.43	85
46	St. Joseph, IN	23	7	1,859	116.8	.43	62
48	Summit, OH	25	7	1,828	114.6	.42	57
49	Wayne, MI	32	4	1,800	113.2	.41	38
50	Baltimore city, MD	16	5	1,803	113.1	.41	70
51	Queens, NY	24	9	1,761	110.7	.41	62
52	Clinton, IA	3	3	1,750	110.0	.40	100
53	Hillsborough, NH	19	8	1,727	108.6	.40	74
54	Erie, NY	15	4	1,652	103.4	.38	69
55	Hampden, MA	25	5	1,637	102.6	.38	43
56	De Kalb, GA	22	5	1,630	102.5	.38	58
57	Bronx, NY	19	5	1,587	99.2	.36	60
58	Wayne, OH	3	1	1,550	97.4	.36	97
59	Bristol, MA	15	8	1,543	97.0	.36	77
60	Hampshire, MA	7	4	1,472	92.3	.34	90
61	Portage, OH	16	5	1,473	92.1	.34	65
61	Allen, IN	15	5	1,468	92.1	.34	63
63	Midland, MI	3	2	1,447	90.9	.33	96
64	Kent, MI	16	3	1,416	89.0	.33	67
65	Monroe, NY	11	3	1,402	87.9	.32	76
66	Dade, FL	26	2	1,370	85.8	.31	29
67	Kalamazoo, MI	14	4	1,361	85.5	.31	72
68	Lake, IL	17	5	1,362	85.3	.31	59
69	Denver, CO	22	2	1,353	84.9	.31	33
70	Chester, PA	9	4	1,338	83.9	.31	86
71	Mercer, NJ	8	5	1,326	83.3	.31	90
72	Jefferson, WI	8	4	1,320	83.0	.30	89
72	Bucks, PA	20	5	1,327	83.0	.30	55
74	Middlesex, CT	10	4	1,304	82.1	.30	86
75	Tulsa, OK	16	4	1,293	81.0	.30	59
76	Marion, IL	5	3	1,286	80.7	.30	93
77	Monmouth, NJ	16	3	1,266	79.8	.29	56
78	Bell, TX	4	4	1,250	78.6	.29	100
79	Montgomery, OH	16	5	1,242	77.9	.29	71
80	Broward, FL	16	2	1,222	76.7	.28	52
81	Westchester, NY	16	4	1,224	76.6	.28	59
81	Maricopa, AZ	22	3	1,220	76.6	.28	45
83	Windham, CT	9	7	1,219	76.5	.28	92
84	Vermilion, IL	4	2	1,211	75.9	.28	92
85	Lauderdale, TN	3	2	1,183	74.2	.27	98
85	Sedgwick, KS	15	4	1,174	74.2	.27	70
87	Jackson, IN	3	3	1,175	73.9	.27	100
88	Stark, OH	14	3	1,166	73.1	.27	64
89	Davidson, TN	8	2	1,148	72.0	.26	83
90	Knox, TN	8	5	1,142	71.7	.26	90
91	Baltimore, MD	9	6	1,139	71.5	.26	84
92	Santa Clara, CA	17	3	1,128	71.3	.26	47
93	La Porte, IN	10	6	1,132	71.1	.26	77
94	Spartanburg, SC	10	1	1,121	70.4	.26	67
95	Lucas, OH	12	4	1,108	69.7	.26	74
96	Berrien, MI	13	1	1,086	68.0	.25	37
97	Schuylkill, PA	5	4	1,078	67.7	.25	93
98	Ventura, CA	5	3	1,072	67.2	.25	90
99	Noble, IN	5	2	1,063	66.8	.24	82
100	Jefferson, KY	13	3	1,047	66.0	.24	59
101	Wyandot, OH	6	4	1,040	65.5	.24	94
102	Luzerne, PA	9	4	1,026	64.7	.24	78
103	Hinds, MS	9	3	1,025	64.6	.24	77
104	Geauga, OH	8	3	1,009	63.4	.23	77
105	Alcorn, MS	2	2	1,000	62.8	.23	100
	U.S. Total	**4,896**	**1,306**	**434,641**	**27,288.4**	**100.00**	**65**

SIC 31 Leather

3111 Leather tanning & finishing

1	Essex, MA	47	7	3,677	302.4	14.85	51
2	Milwaukee, WI	16	9	2,229	184.0	9.04	85
3	Fulton, NY	20	5	1,468	120.9	5.94	51
4	Cook, IL	9	6	1,223	100.9	4.95	86
	U.S. Total	**244**	**77**	**24,698**	**2,036.5**	**100.00**	**69**

3131 Boot & shoe cut stock & findings

1	Essex, MA	21	7	1,531	61.6	12.74	53
2	Plymouth, MA	15	4	1,084	43.4	8.97	51
	U.S. Total	**144**	**39**	**12,017**	**483.7**	**100.00**	**59**

3143 Men's nonathletic footwear

1	Cook, IL	2	2	3,210	135.5	5.64	100
2	Penobscot, ME	2	2	2,100	88.7	3.69	100
2	Broome, NY	2	2	2,100	88.7	3.69	100
4	Androscoggin, ME	8	7	1,761	74.2	3.09	99
5	Garland, AR	1	1	1,750	73.8	3.07	100
6	Cumberland, ME	5	5	1,669	70.4	2.93	100
7	El Paso, TX	6	4	1,360	57.3	2.38	92
8	Plymouth, MA	5	4	1,333	56.3	2.34	98
9	Worcester, MA	3	3	1,325	55.9	2.33	100
10	St. Louis city, MO	1	1	1,168	49.3	2.05	100
11	Milwaukee, WI	1	1	1,000	42.2	1.76	100
11	Rock, WI	1	1	1,000	42.2	1.76	100
11	Montgomery, TN	1	1	1,000	42.2	1.76	100
	U.S. Total	**177**	**145**	**56,976**	**2,403.7**	**100.00**	**97**

3144 Women's nonathletic footwear

1	Los Angeles, CA	11	7	2,289	96.6	4.98	89
2	Essex, MA	9	7	2,252	95.0	4.90	94
3	Craighead, AR	2	2	1,900	80.0	4.13	100
4	Hamilton, OH	3	3	1,750	73.7	3.80	100

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3144 Women's nonathletic footwear, continued)						
5	Middlesex, MA	4	4	1,485	62.7	3.23	100
6	Hillsborough, NH	6	5	1,414	59.6	3.07	94
7	Androscoggin, ME	5	4	1,325	55.9	2.88	96
8	Strafford, NH	6	5	1,190	50.2	2.59	97
9	Stoddard, MO	3	3	1,154	48.6	2.51	100
	U.S. Total	**173**	**140**	**46,005**	**1,938.9**	**100.00**	**96**
	3149 Nonrubber footwear n.e.c.						
1	Essex, MA	8	5	2,268	47.1	4.68	94
2	Plymouth, MA	7	7	2,225	46.6	4.63	100
3	Suffolk, MA	4	3	1,815	37.8	3.75	99
4	Somerset, ME	2	1	1,789	37.3	3.70	98
5	Franklin, ME	5	3	1,462	30.5	3.03	92
6	Rockingham, NH	4	4	1,349	28.0	2.78	100
7	Adams, PA	4	1	1,163	24.2	2.40	86
8	Middlesex, MA	2	2	1,050	21.9	2.17	100
9	Worcester, MA	4	4	1,030	21.6	2.14	100
10	Androscoggin, ME	5	3	1,030	21.5	2.13	86
11	Lancaster, PA	8	4	1,038	21.4	2.12	75
12	Broome, NY	2	1	1,006	20.9	2.07	95
	U.S. Total	**203**	**144**	**48,318**	**1,007.3**	**100.00**	**94**
	3151 Leather gloves & mittens						
1	Fulton, NY	15	4	1,361	44.2	21.99	67
	U.S. Total	**67**	**19**	**6,201**	**201.0**	**100.00**	**66**
	3161 Luggage						
1	Denver, CO	1	1	3,000	220.2	20.57	100
2	Cook, IL	13	3	1,018	74.5	6.96	49
3	Bristol, RI	1	1	1,000	73.4	6.86	100
	U.S. Total	**113**	**35**	**14,593**	**1,070.6**	**100.00**	**76**
	3171 Women's handbags & purses						
1	New York, NY	31	8	2,495	100.4	15.64	63
2	Hudson, NJ	5	4	2,336	94.0	14.64	99
3	Los Angeles, CA	12	3	1,522	61.4	9.56	73
4	Dade, FL	8	5	1,334	53.7	8.36	87
	U.S. Total	**133**	**48**	**15,939**	**642.1**	**100.00**	**76**
	3172 Personal leather goods n.e.c.						
1	New York, NY	30	4	1,790	60.2	13.28	36
2	Hampden, MA	2	1	1,255	42.5	9.38	96
	U.S. Total	**121**	**35**	**13,406**	**453.2**	**100.00**	**72**
	3199 Leather goods n.e.c.						
1	Cook, IL	11	7	1,135	39.4	11.36	84
	U.S. Total	**155**	**31**	**10,006**	**346.9**	**100.00**	**50**
	SIC 32 Stone, clay, glass & concrete						
	3211 Flat glass						
1	Davidson, TN	1	1	3,500	189.0	12.63	100
2	Wood, OH	1	1	2,500	135.0	9.02	100
3	La Salle, IL	1	1	1,700	91.8	6.14	100
4	Armstrong, PA	1	1	1,200	64.8	4.33	100
5	San Joaquin, CA	1	1	1,150	62.1	4.15	100
6	Harrison, WV	3	3	1,111	60.1	4.02	100
7	Burlington, NJ	1	1	1,100	59.4	3.97	100
8	Cumberland, PA	1	1	1,037	56.0	3.74	100
9	Wichita, TX	1	1	1,000	54.0	3.61	100
	U.S. Total	**92**	**39**	**27,688**	**1,496.0**	**100.00**	**93**
	3221 Glass containers						
1	Cumberland, NJ	4	3	2,965	260.9	4.81	99
2	Los Angeles, CA	8	5	2,764	243.1	4.48	95
3	La Salle, IL	2	2	2,750	242.0	4.46	100
4	Madison, IL	1	1	2,700	237.6	4.38	100
5	Grant, IN	3	3	2,150	189.2	3.49	100
6	Alameda, CA	4	4	2,050	180.4	3.33	100
7	Cabell, WV	2	2	1,955	172.0	3.17	100
8	McLennan, TX	1	1	1,500	132.0	2.43	100
9	Baltimore city, MD	4	3	1,407	123.8	2.28	97
10	Monmouth, NJ	2	2	1,310	115.3	2.13	100
11	Fulton, GA	1	1	1,268	111.6	2.06	100
12	Clarion, PA	2	2	1,230	108.2	1.99	100
13	Chemung, NY	1	1	1,200	105.6	1.95	100
13	Jay, IN	1	1	1,200	105.6	1.95	100
15	Fayette, PA	1	1	1,141	100.4	1.85	100
16	Randolph, IN	1	1	1,100	96.8	1.78	100
17	Allegheny, PA	1	1	1,000	88.0	1.62	100
	U.S. Total	**134**	**112**	**61,650**	**5,424.7**	**100.00**	**98**
	3229 Pressed & blown glass n.e.c.						
1	Steuben, NY	2	2	10,639	547.8	17.21	100
2	Fairfield, OH	3	3	5,100	262.5	8.25	100
3	Lucas, OH	3	2	2,394	123.3	3.87	99
4	Cumberland, NJ	4	2	2,239	115.2	3.62	98
5	Aiken, SC	1	1	1,750	90.1	2.83	100
5	Davidson, NC	1	1	1,750	90.1	2.83	100
7	Cook, IL	12	3	1,569	80.6	2.53	77
8	Anderson, SC	1	1	1,539	79.3	2.49	100
9	Cleveland, NC	1	1	1,400	72.1	2.26	100
10	Providence, RI	3	3	1,201	61.8	1.94	100
11	Harrison, WV	2	2	1,084	55.9	1.76	100
12	Westmoreland, PA	8	4	1,037	53.3	1.67	80
13	Muskingum, OH	1	1	1,000	51.5	1.62	100
	U.S. Total	**206**	**99**	**61,870**	**3,183.7**	**100.00**	**93**
	3231 Products of purchased glass						
1	Cook, IL	23	6	1,517	129.4	5.25	59
2	Los Angeles, CA	21	4	1,339	114.8	4.66	45
3	Cumberland, NJ	15	4	1,006	86.2	3.50	53
	U.S. Total	**382**	**89**	**28,776**	**2,462.8**	**100.00**	**60**
	3241 Hydraulic cement						
1	Jefferson, AL	4	4	1,334	160.5	4.19	100
2	Northampton, PA	5	5	1,102	132.6	3.46	100
3	San Bernardino, CA	5	4	1,088	130.9	3.42	96
4	Lake, IN	1	1	1,000	120.4	3.15	100
	U.S. Total	**195**	**143**	**31,818**	**3,827.6**	**100.00**	**91**
	3253 Ceramic wall & floor tile						
1	Stark, OH	5	5	1,085	47.2	12.69	100
	U.S. Total	**55**	**33**	**8,562**	**372.0**	**100.00**	**91**
	3255 Clay refractories						
1	Audrain, MO	5	5	2,194	136.6	18.54	100
	U.S. Total	**120**	**39**	**11,814**	**736.6**	**100.00**	**68**
	3262 Vitreous china food utensils						
1	Hancock, WV	1	1	1,700	59.4	23.80	100
2	Onondaga, NY	1	1	1,195	38.9	15.58	100
3	Atlantic, NJ	1	1	1,000	34.9	13.98	100
	U.S. Total	**14**	**13**	**7,140**	**249.6**	**100.00**	**99**
	3264 Porcelain electrical supplies						
1	Hamilton, TN	3	2	1,052	43.8	7.93	98

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 (Est.)			
2	Genesee, NY	1	1	1,050	43.7	7.91	100
	U.S. Total	**75**	**37**	**13,268**	**552.3**	**100.00**	**88**
	3272 Concrete products n.e.c.						
1	Los Angeles, CA	10	3	1,779	89.9	2.52	84
2	Cook, IL	21	4	1,459	73.6	2.06	60
3	Honolulu, HI	10	4	1,399	70.9	1.98	74
4	Baltimore city, MD	7	3	1,226	62.0	1.74	86
5	Bexar, TX	12	3	1,105	55.6	1.56	57
	U.S. Total	**1,153**	**163**	**70,838**	**3,571.9**	**100.00**	**45**
	3273 Ready-mixed concrete						
1	Los Angeles, CA	25	3	1,877	201.2	2.36	59
2	King, WA	11	4	1,145	122.5	1.44	76
3	Harris, TX	23	1	1,115	119.1	1.40	9
	U.S. Total	**1,592**	**129**	**79,514**	**8,514.2**	**100.00**	**31**
	3281 Cut stone & stone products						
1	Washington, VT	28	4	1,561	41.0	8.47	48
2	Elbert, GA	29	3	1,283	33.7	6.96	29
	U.S. Total	**362**	**42**	**18,387**	**483.9**	**100.00**	**35**
	3291 Abrasive products						
1	Worcester, MA	4	3	4,405	494.9	18.48	98
2	Niagara, NY	3	3	1,479	166.3	6.21	100
3	Cook, IL	12	5	1,255	141.1	5.27	81
4	Albany, NY	1	1	1,000	112.4	4.20	100
	U.S. Total	**222**	**55**	**23,817**	**2,678.0**	**100.00**	**71**
	3292 Asbestos products						
1	Fairfield, CT	2	1	1,530	67.6	7.97	98
2	Los Angeles, CA	5	3	1,120	49.3	5.81	89
3	Hamilton, OH	3	1	1,005	44.4	5.23	94
	U.S. Total	**125**	**59**	**19,219**	**848.2**	**100.00**	**86**
	3293 Gaskets, packing, & sealing devices						
1	Cook, IL	18	6	5,298	263.9	16.95	89
2	Kane, IL	4	3	1,962	97.8	6.28	98
3	Los Angeles, CA	21	5	1,796	89.6	5.76	68
4	Wayne, NY	2	2	1,405	70.0	4.50	100
5	Harris, TX	14	3	1,218	60.4	3.88	60
	U.S. Total	**239**	**73**	**31,253**	**1,556.8**	**100.00**	**79**
	3296 Mineral wool						
1	Licking, OH	2	2	2,375	236.3	10.94	100
2	Wyandotte, KS	2	2	2,200	218.9	10.13	100
3	Camden, NJ	3	3	1,489	148.1	6.86	100
	U.S. Total	**112**	**49**	**21,710**	**2,160.4**	**100.00**	**88**
	SIC 33 Primary metal						
	3312 Blast furnaces & steel mills						
1	Allegheny, PA	15	13	27,617	3,065.2	8.01	100
2	Lake, IN	4	2	19,877	2,206.1	5.77	100
3	Cook, IL	21	12	15,208	1,688.2	4.41	98
4	Wayne, MI	8	5	14,886	1,652.1	4.32	99
5	Porter, IN	2	2	14,250	1,581.5	4.13	100
6	Baltimore city, MD	2	2	13,500	1,498.3	3.92	100
7	Hancock, WV	1	1	12,766	1,416.8	3.70	100
8	Beaver, PA	4	4	11,816	1,311.4	3.43	100
9	Erie, NY	5	5	11,695	1,298.0	3.39	100
10	Northampton, PA	1	1	11,000	1,220.9	3.19	100
11	Stark, OH	3	3	10,890	1,208.7	3.16	100
12	Trumbull, OH	4	3	10,553	1,171.2	3.06	100
13	Cambria, PA	1	1	9,000	998.9	2.61	100
14	Madison, IL	2	2	8,000	888.0	2.32	100
15	Bucks, PA	1	1	7,600	843.5	2.20	100
16	Butler, OH	2	2	5,900	654.8	1.71	100
17	Mahoning, OH	5	1	5,796	643.3	1.68	95
18	Boyd, KY	3	3	5,155	572.1	1.50	100
19	Jefferson, OH	2	2	5,100	566.1	1.48	100
20	Chester, PA	8	5	5,029	558.1	1.46	97
21	Lorain, OH	1	1	5,000	555.0	1.45	100
21	Utah, UT	1	1	5,000	555.0	1.45	100
23	Cuyahoga, OH	4	1	4,876	541.2	1.41	96
24	Harris, TX	4	2	4,598	510.4	1.33	99
25	Pueblo, CO	1	1	4,400	488.4	1.28	100
26	Mercer, PA	2	2	4,250	471.7	1.23	100
27	San Bernardino, CA	3	3	4,220	468.3	1.22	100
28	Jackson, MO	1	1	4,000	443.9	1.16	100
28	Morris, TX	1	1	4,000	443.9	1.16	100
30	Westmoreland, PA	3	3	3,749	416.0	1.09	100
31	Whiteside, IL	2	1	3,550	394.1	1.03	99
32	Dauphin, PA	1	1	3,320	368.5	.96	100
33	Los Angeles, CA	19	7	3,287	364.7	.95	85
34	Butler, PA	1	1	3,000	333.0	.87	100
35	Berks, PA	1	1	2,620	290.8	.76	100
36	Etowah, AL	1	1	2,600	288.6	.75	100
37	Jefferson, AL	10	7	2,110	234.1	.61	96
38	Peoria, IL	1	1	2,000	222.0	.58	100
38	Richland, OH	2	2	2,000	222.0	.58	100
40	Alameda, CA	3	2	1,975	219.2	.57	96
41	Onondaga, NY	1	1	1,700	188.7	.49	100
42	King, WA	2	2	1,614	179.2	.47	100
43	Washington, PA	3	3	1,432	158.9	.42	100
44	Howard, IN	1	1	1,400	155.4	.41	100
45	Scioto, OH	1	1	1,300	144.3	.38	100
46	Albany, NY	1	1	1,200	133.2	.35	100
47	Baltimore, MD	1	1	1,184	131.4	.34	100
48	Washington, OH	1	1	1,100	122.1	.32	100
49	Wise, VA	2	1	1,070	118.8	.31	93
50	Contra Costa, CA	1	1	1,039	115.3	.30	100
51	New Castle, DE	2	1	1,035	114.9	.30	97
52	Fulton, GA	1	1	1,000	111.0	.29	100
52	Mifflin, PA	1	1	1,000	111.0	.29	100
	U.S. Total	**357**	**211**	**344,757**	**38,264.0**	**100.00**	**98**
	3313 Electrometallurgical products						
1	Ashtabula, OH	2	2	1,300	139.7	14.71	100
2	Fayette, WV	1	1	1,145	123.1	12.96	100
	U.S. Total	**48**	**22**	**8,838**	**949.8**	**100.00**	**86**
	3315 Steel wire & related products						
1	Jackson, MO	1	1	4,000	383.6	17.22	100
2	Cook, IL	9	5	1,475	141.6	6.36	89
3	Worcester, MA	6	4	1,046	100.2	4.50	93
	U.S. Total	**165**	**63**	**23,215**	**2,227.3**	**100.00**	**80**
	3316 Cold-rolled steel sheet, strip, & bars						
1	Wayne, MI	16	8	3,797	236.2	10.09	88
2	Cook, IL	31	14	3,591	223.7	9.56	82
3	Lake, IN	7	5	2,425	150.9	6.45	96
4	Cuyahoga, OH	4	3	2,332	145.2	6.20	99
5	Porter, IN	1	1	1,750	108.9	4.65	100
6	Hartford, CT	3	3	1,639	101.9	4.35	100
7	Westmoreland, PA	3	2	1,487	92.5	3.95	97
8	Stark, OH	3	3	1,445	89.9	3.84	100
9	New Haven, CT	5	4	1,285	80.0	3.42	96
10	Trumbull, OH	3	2	1,170	72.9	3.11	98
11	Butler, OH	1	1	1,000	62.2	2.66	100
11	Armstrong, PA	1	1	1,000	62.2	2.66	100
	U.S. Total	**218**	**93**	**37,617**	**2,341.0**	**100.00**	**86**
	3317 Steel pipe & tubes						
1	Beaver, PA	4	4	10,128	460.8	15.42	100
2	Lorain, OH	2	2	5,210	237.1	7.94	100
3	Baltimore, MD	2	1	4,036	183.6	6.15	99
4	Harris, TX	16	8	3,608	164.0	5.49	91
5	Montgomery, PA	9	7	2,587	117.6	3.94	95
6	Cuyahoga, OH	4	4	2,350	107.0	3.58	100
7	Mercer, PA	7	6	2,179	99.3	3.32	97

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3317 Steel pipe & tubes, continued)						
8	Cook, IL	13	5	1,819	82.7	2.77	80
9	Orange, TX	1	1	1,700	77.3	2.59	100
10	Lake, IN	4	3	1,599	72.7	2.43	94
11	Los Angeles, CA	10	2	1,480	67.3	2.25	73
12	Napa, CA	1	1	1,350	61.4	2.06	100
13	Stark, OH	3	2	1,255	57.1	1.91	96
14	Richland, OH	2	2	1,123	51.0	1.71	100
15	Trumbull, OH	3	1	1,054	47.9	1.60	91
16	Milwaukee, WI	1	1	1,000	45.5	1.52	100
16	Dauphin, PA	1	1	1,000	45.5	1.52	100
16	Berks, PA	2	2	1,000	45.5	1.52	100
19	Oakland, MI	4	3	1,000	45.4	1.52	97
	U.S. Total	**234**	**117**	**65,687**	**2,987.7**	**100.00**	**92**
	3322 Malleable-iron foundries						
1	Saginaw, MI	1	1	2,900	75.4	18.66	100
2	Lancaster, PA	4	4	1,907	49.6	12.27	100
3	Calhoun, MI	1	1	1,315	34.2	8.46	100
4	Macon, IL	2	1	1,066	27.7	6.85	97
	U.S. Total	**66**	**35**	**15,529**	**404.1**	**100.00**	**91**
	3325 Steel foundries n.e.c.						
1	Milwaukee, WI	11	9	3,070	135.1	5.14	97
2	Stark, OH	3	3	2,600	114.4	4.35	100
3	Multnomah, OR	6	3	2,270	99.7	3.79	90
4	Tarrant, TX	1	1	2,000	87.9	3.34	100
5	Lake, IN	3	3	1,703	74.9	2.85	100
6	Madison, IL	2	2	1,689	74.2	2.82	100
7	Cook, IL	13	6	1,656	72.8	2.77	88
8	Lebanon, PA	2	2	1,623	71.4	2.71	100
9	Cambria, PA	1	1	1,500	65.9	2.51	100
10	Allegheny, PA	5	4	1,225	53.9	2.05	96
11	Fountain, IN	1	1	1,200	52.7	2.00	100
	U.S. Total	**310**	**139**	**59,800**	**2,630.6**	**100.00**	**89**
	3331 Primary copper						
1	Gila, AZ	4	3	3,650	719.4	17.01	99
2	Pinal, AZ	1	1	3,350	660.3	15.61	100
3	Salt Lake, UT	1	1	2,089	411.8	9.74	100
4	Greenlee, AZ	1	1	2,000	394.2	9.32	100
5	El Paso, TX	2	2	1,480	291.6	6.89	100
6	Ontonagon, MI	1	1	1,350	266.1	6.29	100
7	Pima, AZ	1	1	1,030	203.0	4.80	100
8	Middlesex, NJ	1	1	1,000	197.1	4.66	100
	U.S. Total	**45**	**24**	**21,459**	**4,229.4**	**100.00**	**95**
	3334 Primary aluminum						
1	Blount, TN	1	1	4,400	651.6	12.17	100
2	Warrick, IN	1	1	3,500	518.3	9.68	100
3	St. Bernard, LA	1	1	2,600	385.0	7.19	100
4	St. Lawrence, NY	2	2	2,300	340.7	6.36	100
5	Monroe, OH	1	1	2,100	311.0	5.81	100
6	Clark, WA	1	1	1,750	259.2	4.84	100
7	Milam, TX	1	1	1,500	222.2	4.15	100
7	Spokane, WA	1	1	1,500	222.2	4.15	100
9	Frederick, MD	2	2	1,493	221.1	4.13	100
10	Colbert, AL	1	1	1,350	199.9	3.73	100
11	Whatcom, WA	2	2	1,300	192.6	3.60	100
12	Chelan, WA	2	1	1,050	155.5	2.90	95
13	Cowlitz, WA	1	1	1,000	148.1	2.77	100
	U.S. Total	**56**	**33**	**36,143**	**5,353.2**	**100.00**	**97**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3339 Primary nonferrous metals n.e.c.						
1	Linn, OR	2	2	1,640	223.3	15.28	100
	U.S. Total	**100**	**30**	**10,742**	**1,461.0**	**100.00**	**73**
	3341 Secondary nonferrous metals						
1	Lake, IN	4	2	2,070	346.5	8.23	97
2	Cook, IL	18	8	1,800	301.6	7.16	79
3	Hamilton, OH	4	1	1,181	197.7	4.70	85
4	Cuyahoga, OH	13	6	1,039	174.3	4.14	70
	U.S. Total	**272**	**75**	**25,126**	**4,210.1**	**100.00**	**66**
	3351 Copper rolling & drawing						
1	Madison, IL	1	1	2,800	358.0	9.65	100
2	New Haven, CT	8	7	2,078	265.8	7.16	99
3	Ontonagon, MI	1	1	1,700	217.4	5.86	100
4	Los Angeles, CA	5	4	1,370	175.2	4.72	99
5	St. Clair, MI	1	1	1,300	166.2	4.48	100
6	Centre, PA	1	1	1,245	159.2	4.29	100
7	Cuyahoga, OH	5	4	1,140	145.8	3.93	92
	U.S. Total	**117**	**72**	**29,027**	**3,711.6**	**100.00**	**92**
	3353 Aluminum sheet, plate, & foil						
1	Jackson, WV	1	1	2,600	539.4	8.66	100
1	Spokane, WA	1	1	2,600	539.4	8.66	100
3	Colbert, AL	1	1	2,500	518.7	8.33	100
3	Cook, IL	1	1	2,500	518.7	8.33	100
5	Scott, IA	3	2	2,339	485.2	7.79	96
6	Forsyth, NC	1	1	1,761	365.4	5.87	100
7	Blount, TN	1	1	1,500	311.2	5.00	100
8	Jefferson, KY	4	3	1,447	300.2	4.82	97
9	Monroe, OH	1	1	1,200	248.9	4.00	100
10	Hancock, KY	1	1	1,000	207.5	3.33	100
10	Lancaster, PA	1	1	1,000	207.5	3.33	100
10	Vigo, IN	1	1	1,000	207.5	3.33	100
	U.S. Total	**63**	**39**	**30,025**	**6,229.3**	**100.00**	**96**
	3354 Aluminum extruded products						
1	Los Angeles, CA	9	6	1,911	166.7	7.57	94
2	Tippecanoe, IN	1	1	1,600	139.6	6.34	100
3	Coweta, GA	1	1	1,225	106.9	4.85	100
4	Kent, MI	3	2	1,175	102.6	4.66	97
	U.S. Total	**156**	**76**	**25,232**	**2,202.7**	**100.00**	**84**
	3355 Aluminum rolling & drawing n.e.c.						
1	Los Angeles, CA	7	3	1,079	110.1	9.65	83
	U.S. Total	**73**	**29**	**11,178**	**1,140.5**	**100.00**	**82**
	3356 Nonferrous rolling & drawing n.e.c.						
1	Cabell, WV	1	1	3,100	391.4	13.01	100
2	Middlesex, NJ	2	2	1,775	224.1	7.45	100
3	Bradford, PA	1	1	1,400	176.8	5.88	100
4	Trumbull, OH	2	2	1,018	128.4	4.27	100
	U.S. Total	**165**	**55**	**23,820**	**3,007.6**	**100.00**	**81**
	3357 Nonferrous-wire drawing & insulating						
1	Carroll, GA	1	1	3,066	343.0	5.05	100
2	Providence, RI	10	8	2,975	332.7	4.90	99
3	Gwinnett, GA	1	1	2,400	268.5	3.96	100
4	Hudson, NJ	2	2	2,250	251.8	3.71	100
5	New Haven, CT	8	6	2,040	228.1	3.36	98
6	Wayne, IN	1	1	1,750	195.8	2.88	100
7	Allen, IN	4	3	1,655	185.1	2.73	98
8	Fairfield, CT	8	2	1,630	182.2	2.68	86
9	Grant, IN	2	2	1,200	134.3	1.98	100
10	Oneida, NY	2	2	1,190	133.1	1.96	100
11	Middlesex, MA	4	3	1,140	127.6	1.88	93
12	Maricopa, AZ	2	2	1,100	123.1	1.81	100
13	Hartford, CT	5	3	1,055	118.0	1.74	93

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
14	Middlesex, NJ	5	3	1,054	117.9	1.74	91
15	Clay, MO	2	2	1,047	117.1	1.73	100
16	Queens, NY	2	1	1,033	115.6	1.70	97
17	Worcester, MA	8	3	1,000	111.9	1.65	70
	U.S. Total	**284**	**163**	**60,677**	**6,787.8**	**100.00**	**90**
	3361 Aluminum foundries						
1	Manitowoc, WI	4	4	3,125	151.4	6.01	100
2	Cook, IL	30	11	2,653	128.8	5.11	64
3	Los Angeles, CA	34	3	2,188	106.8	4.24	37
4	Cuyahoga, OH	19	10	1,996	97.0	3.85	82
5	Hennepin, MN	7	4	1,842	89.3	3.54	94
6	Lucas, OH	3	3	1,690	81.9	3.25	100
7	Colbert, AL	2	2	1,525	73.9	2.93	100
8	Berrien, MI	12	4	1,379	66.6	2.64	73
9	Montgomery, PA	4	1	1,043	50.6	2.01	93
	U.S. Total	**520**	**152**	**51,893**	**2,520.8**	**100.00**	**71**
	3362 Brass, bronze, & copper foundries						
1	Cook, IL	14	3	1,033	29.2	4.64	49
	U.S. Total	**295**	**57**	**22,154**	**629.9**	**100.00**	**58**
	3369 Nonferrous foundries n.e.c.						
1	Muskegon, MI	3	3	4,275	96.2	12.76	100
2	Los Angeles, CA	30	9	2,438	54.9	7.28	63
3	Howard, IN	1	1	2,000	45.0	5.97	100
4	Cook, IL	19	3	1,320	29.9	3.97	47
5	McHenry, IL	3	2	1,050	23.7	3.14	96
6	Randolph, IN	1	1	1,000	22.5	2.98	100
	U.S. Total	**295**	**87**	**33,489**	**754.0**	**100.00**	**73**
	3398 Metal heat treating						
1	Wayne, MI	25	7	1,574	101.0	10.88	63
2	Cook, IL	16	4	1,050	67.6	7.28	53
3	Los Angeles, CA	22	1	1,018	65.2	7.02	15
	U.S. Total	**284**	**31**	**14,522**	**928.3**	**100.00**	**34**
	3399 Primary metal products n.e.c.						
1	Stark, OH	4	2	1,257	93.0	7.99	95
	U.S. Total	**215**	**41**	**15,739**	**1,164.1**	**100.00**	**54**
	SIC 34 Fabricated metal						
	3411 Metal cans						
1	Cook, IL	17	12	5,505	798.7	8.33	96
2	Los Angeles, CA	10	7	2,729	396.1	4.13	95
3	Baltimore city, MD	6	5	2,350	341.0	3.56	97
4	Milwaukee, WI	4	4	2,296	333.1	3.47	100
5	Hamilton, OH	3	3	2,150	311.9	3.25	100
6	Alameda, CA	7	6	2,122	307.7	3.21	98
7	St. Louis city, MO	2	2	1,900	275.7	2.88	100
8	Harris, TX	5	4	1,714	248.7	2.59	98
9	Winnebago, IL	3	1	1,668	242.0	2.52	96
10	Middlesex, NJ	7	6	1,478	214.5	2.24	94
11	Philadelphia, PA	3	3	1,428	207.3	2.16	100
12	Hillsborough, FL	5	4	1,336	194.1	2.02	95
13	Passaic, NJ	4	4	1,129	163.8	1.71	100
14	Venango, PA	1	1	1,070	155.2	1.62	100
15	Jefferson, CO	1	1	1,000	145.1	1.51	100
	U.S. Total	**339**	**194**	**66,072**	**9,586.7**	**100.00**	**90**
	3412 Metal shipping barrels, drums, & pails						
1	Cook, IL	16	4	1,532	113.4	9.50	67
2	Clinch, GA	1	1	1,000	74.1	6.21	100
	U.S. Total	**184**	**50**	**16,146**	**1,193.9**	**100.00**	**61**
	3421 Cutlery						
1	Suffolk, MA	1	1	2,800	157.2	20.59	100
2	New Haven, CT	4	2	1,151	64.6	8.46	88
3	Providence, RI	3	2	1,080	60.7	7.95	97
	U.S. Total	**78**	**35**	**13,594**	**763.4**	**100.00**	**86**
	3423 Hand & edge tools n.e.c.						
1	Lorain, OH	1	1	3,090	173.6	6.03	100
2	Cook, IL	30	9	2,843	159.9	5.56	72
3	Hartford, CT	9	4	2,270	127.5	4.43	91
4	Erie, NY	5	2	1,720	96.9	3.37	90
5	Hampden, MA	1	1	1,650	92.6	3.22	100
6	Wood, WV	1	1	1,600	89.9	3.12	100
7	Worcester, MA	9	4	1,435	81.0	2.82	81
8	Los Angeles, CA	20	4	1,115	63.2	2.20	50
9	Steele, MN	1	1	1,000	56.2	1.95	100
9	Kenosha, WI	1	1	1,000	56.2	1.95	100
	U.S. Total	**395**	**123**	**51,184**	**2,877.4**	**100.00**	**78**
	3425 Hand saws & saw blades						
1	Clackamas, OR	2	1	1,050	72.3	12.82	95
	U.S. Total	**79**	**28**	**8,202**	**563.8**	**100.00**	**77**
	3429 Hardware n.e.c.						
1	Los Angeles, CA	72	19	8,166	526.4	9.45	74
2	Hartford, CT	10	3	4,655	300.1	5.39	94
3	Kent, MI	11	6	4,161	268.3	4.82	96
4	Cook, IL	41	12	4,018	259.0	4.65	64
5	Franklin, OH	1	1	3,600	232.1	4.17	100
6	Winnebago, IL	3	2	3,240	209.0	3.75	99
7	Mercer, NJ	1	1	3,200	206.4	3.71	100
8	Orange, CA	14	4	2,131	137.4	2.47	79
9	New Haven, CT	12	7	2,083	134.4	2.41	91
10	Fairfield, CT	10	4	1,776	114.8	2.06	82
11	San Francisco, CA	4	1	1,596	102.9	1.85	94
12	Milwaukee, WI	3	1	1,415	91.3	1.64	92
12	Kings, NY	9	3	1,418	91.3	1.64	84
14	Cuyahoga, OH	14	5	1,354	87.2	1.57	67
15	Bergen, NJ	6	2	1,216	78.4	1.41	85
16	New London, CT	1	1	1,000	64.5	1.16	100
17	Whiteside, IL	4	3	1,000	64.4	1.16	95
	U.S. Total	**646**	**193**	**86,359**	**5,570.1**	**100.00**	**78**
	3431 Metal sanitary ware						
1	Sheboygan, WI	1	1	2,500	105.4	21.55	100
	U.S. Total	**85**	**27**	**11,604**	**489.0**	**100.00**	**75**
	3432 Plumbing fittings & brass goods						
1	Los Angeles, CA	13	7	2,975	140.4	10.67	93
2	Marion, IN	1	1	1,750	82.6	6.28	100
3	Cook, IL	9	5	1,580	74.5	5.66	91
4	Wayne, MI	3	3	1,315	62.0	4.71	100
	U.S. Total	**165**	**89**	**27,874**	**1,315.9**	**100.00**	**89**
	3433 Heating equipment, except electric						
1	Monroe, NY	1	1	3,000	133.8	6.27	100
2	Cuyahoga, OH	10	3	1,235	55.2	2.59	78
3	Los Angeles, CA	11	3	1,200	53.4	2.50	78
3	Cook, IL	12	4	1,197	53.4	2.50	70
5	St. Louis city, MO	7	4	1,035	46.0	2.16	91
	U.S. Total	**409**	**133**	**47,854**	**2,134.2**	**100.00**	**76**
	3441 Fabricated structural metal						
1	Harris, TX	30	9	3,774	243.8	2.92	75
2	Cook, IL	61	11	3,534	227.8	2.73	50
3	Wayne, MI	28	4	2,509	162.3	1.95	61
4	Los Angeles, CA	35	6	2,444	157.2	1.88	51
5	Allegheny, PA	22	8	2,348	151.1	1.81	74
6	Jefferson, AL	13	4	1,903	122.8	1.47	73
7	Maricopa, AZ	19	4	1,826	117.6	1.41	75

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3441 Fabricated structural metal, continued)						
8	St. Louis city, MO	15	3	1,793	115.6	1.39	77
9	Cuyahoga, OH	29	8	1,717	110.5	1.32	59
10	Lake, IN	12	2	1,687	109.2	1.31	68
11	Salt Lake, UT	21	4	1,568	101.2	1.21	53
12	King, WA	14	4	1,533	98.8	1.18	73
13	Bexar, TX	10	4	1,223	79.0	.95	77
13	Tulsa, OK	14	4	1,227	79.0	.95	65
15	Baltimore city, MD	13	2	1,198	77.1	.92	68
16	Tarrant, TX	14	5	1,179	76.1	.91	60
17	Ramsey, MN	7	3	1,162	74.9	.90	82
18	Jefferson, LA	8	4	1,095	70.5	.84	85
19	Oklahoma, OK	7	3	1,080	69.8	.84	86
20	St. Mary, LA	2	1	1,024	66.0	.79	93
21	Vanderburgh, IN	5	3	1,009	65.1	.78	83
	U.S. Total	**1,716**	**334**	**129,358**	**8,344.3**	**100.00**	**55**
	3442 Metal doors, sash, & trim						
1	Dade, FL	28	10	3,167	146.5	3.62	72
2	Los Angeles, CA	40	9	3,137	145.4	3.59	52
3	Mahoning, OH	7	4	2,520	116.9	2.89	95
4	Cook, IL	39	6	2,091	96.6	2.39	36
5	Oakland, MI	18	4	1,885	87.6	2.17	72
6	Nassau, NY	20	4	1,269	59.0	1.46	52
7	Pike, MS	1	1	1,225	56.8	1.40	100
8	Queens, NY	11	4	1,210	56.1	1.39	83
9	Elkhart, IN	9	6	1,147	53.2	1.32	85
10	Wayne, MI	17	3	1,062	49.0	1.21	46
11	Indiana, PA	1	1	1,003	46.6	1.15	100
12	Cumberland, PA	1	1	1,000	46.4	1.15	100
	U.S. Total	**1,002**	**250**	**87,148**	**4,045.4**	**100.00**	**63**
	3443 Fabricated plate work (boiler shops)						
1	Summit, OH	6	2	7,503	523.8	5.50	98
2	Harris, TX	54	19	6,473	452.2	4.75	75
3	Hamilton, TN	7	6	4,914	343.0	3.60	99
4	Tulsa, OK	26	11	3,424	239.4	2.52	79
5	Los Angeles, CA	36	8	2,612	182.6	1.92	61
6	San Diego, CA	6	1	2,325	162.3	1.71	95
7	St. Louis city, MO	15	4	2,100	146.5	1.54	79
7	Cook, IL	27	3	2,096	146.5	1.54	54
9	Milwaukee, WI	18	7	2,096	146.4	1.54	79
10	Jefferson, AL	17	7	2,025	141.2	1.48	77
11	New Hanover, NC	2	2	2,000	139.6	1.47	100
12	Dallas, TX	17	6	1,976	138.1	1.45	68
13	Delaware, PA	3	2	1,703	118.8	1.25	97
14	Caddo, LA	4	3	1,530	106.8	1.12	98
15	Lake, IN	7	3	1,497	104.6	1.10	89
16	Luzerne, PA	5	3	1,463	102.2	1.07	93
17	Clay, MS	1	1	1,280	89.3	.94	100
18	Hillsborough, FL	4	2	1,275	89.0	.94	96
19	Allegany, NY	2	1	1,200	83.8	.88	97
20	Erie, NY	7	5	1,144	80.0	.84	92
21	Livingston, NY	1	1	1,120	78.2	.82	100
21	Shelby, TN	10	3	1,119	78.2	.82	69
23	Wayne, MI	14	2	1,111	77.6	.82	65
24	Erie, PA	3	2	1,091	76.2	.80	96
25	Marion, IN	7	2	1,089	76.1	.80	78
26	Tarrant, TX	13	3	1,086	76.0	.80	58
	U.S. Total	**1,263**	**332**	**136,200**	**9,516.0**	**100.00**	**71**
	3444 Sheet-metal work						
1	Cook, IL	65	20	6,116	317.3	5.07	74
2	Los Angeles, CA	76	11	4,181	217.5	3.47	39
3	Harris, TX	32	7	2,598	134.1	2.14	52
4	Philadelphia, PA	18	9	1,919	99.4	1.59	84
5	Dallas, TX	35	2	1,823	94.4	1.51	18
6	Franklin, OH	15	4	1,675	86.7	1.38	78
7	Jackson, MS	1	1	1,600	82.8	1.32	100
8	Wayne, MI	21	8	1,552	80.5	1.29	72
9	Tarrant, TX	21	4	1,458	75.5	1.21	40
10	Summit, OH	9	3	1,405	72.7	1.16	82
11	Hamilton, OH	21	3	1,344	69.8	1.11	53
12	Milwaukee, WI	13	2	1,244	64.6	1.03	60
13	Cuyahoga, OH	22	3	1,189	61.8	.99	38
14	Onondaga, NY	8	4	1,167	60.4	.96	82
15	Oakland, MI	13	6	1,148	59.2	.95	76
16	Anoka, MN	4	1	1,125	58.3	.93	89
17	Marion, IN	14	3	1,110	57.1	.91	45
18	Baltimore city, MD	15	3	1,088	56.5	.90	50
19	Bronx, NY	9	3	1,059	54.7	.87	68
20	King, WA	16	2	1,041	54.1	.86	47
21	Bergen, NJ	18	1	1,032	53.6	.86	34
22	Maricopa, AZ	17	2	1,026	53.2	.85	49
23	Middlesex, MA	22	3	1,023	53.1	.85	32
24	St. Louis city, MO	19	1	1,020	52.8	.84	39
	U.S. Total	**1,966**	**279**	**120,808**	**6,262.8**	**100.00**	**44**
	3446 Architectural & ornamental metal work						
1	Cook, IL	12	4	1,465	92.2	7.37	81
	U.S. Total	**317**	**41**	**19,896**	**1,251.0**	**100.00**	**43**
	3448 Prefabricated metal buildings						
1	Harris, TX	18	10	3,461	238.5	11.14	90
2	Milwaukee, WI	2	2	1,000	68.8	3.21	100
	U.S. Total	**255**	**85**	**31,117**	**2,141.2**	**100.00**	**76**
	3449 Miscellaneous metal work						
1	Harris, TX	15	5	1,401	116.6	5.24	68
2	Los Angeles, CA	24	2	1,256	104.7	4.71	19
	U.S. Total	**416**	**63**	**26,680**	**2,223.2**	**100.00**	**46**
	3451 Screw-machine products						
1	Cook, IL	85	9	4,498	232.3	9.40	31
2	New Haven, CT	44	8	2,606	134.4	5.44	51
3	Hartford, CT	34	3	2,243	115.5	4.67	48
4	Cuyahoga, OH	35	4	1,855	96.0	3.88	41
5	Wayne, MI	42	3	1,768	91.1	3.69	26
6	Lake, OH	13	3	1,387	71.1	2.88	69
7	Los Angeles, CA	25	3	1,124	58.2	2.35	31
8	Oakland, MI	26	1	1,075	55.7	2.25	9
	U.S. Total	**926**	**98**	**47,958**	**2,472.0**	**100.00**	**35**
	3452 Bolts, nuts, rivets, & washers						
1	Cook, IL	62	19	6,802	425.4	10.12	76
2	Los Angeles, CA	51	15	6,344	397.3	9.45	81
3	Winnebago, IL	12	5	3,960	247.7	5.89	92
4	Cuyahoga, OH	33	15	3,855	241.3	5.74	77
5	Wayne, MI	21	7	2,479	155.0	3.69	76
6	Beaver, PA	2	2	2,300	144.1	3.43	100
7	Orange, CA	9	4	1,838	115.0	2.74	88
8	Middlesex, MA	5	3	1,760	110.2	2.62	97
9	Union, NJ	8	3	1,685	105.4	2.51	87
10	Lebanon, PA	1	1	1,492	93.5	2.22	100
11	Harris, TX	14	4	1,477	92.3	2.20	63
12	Montgomery, PA	4	2	1,377	86.3	2.05	94
13	New Haven, CT	10	4	1,354	84.4	2.01	83
14	Hartford, CT	12	4	1,182	74.0	1.76	75
15	Macomb, MI	15	3	1,128	70.5	1.68	54
	U.S. Total	**552**	**181**	**67,174**	**4,202.7**	**100.00**	**77**
	3462 Iron & steel forgings						
1	Cook, IL	41	15	6,577	395.3	11.66	85
2	Milwaukee, WI	4	3	4,632	278.4	8.21	100
3	Ingham, MI	6	5	4,071	244.6	7.21	98
4	Wayne, MI	29	6	3,555	213.7	6.30	70
5	Cuyahoga, OH	26	7	2,198	132.2	3.90	61
6	Allegheny, PA	10	7	2,016	121.3	3.58	94
7	Stark, OH	4	3	1,820	109.4	3.23	94
8	Los Angeles, CA	10	4	1,700	102.3	3.02	86
9	Harris, TX	6	3	1,569	94.3	2.78	86
10	Erie, NY	4	2	1,560	93.8	2.77	96

Rank	County, State	No. Of Estab. Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 (Est.)			
11	Warren, PA	1	1	1,152	69.3	2.04	100
12	Macomb, MI	15	3	1,124	67.4	1.99	57
13	Oakland, MI	19	2	1,038	62.4	1.84	19
	U.S. Total	**485**	**137**	**56,416**	**3,390.9**	**100.00**	**79**
	3463 Nonferrous forgings						
1	Harris, TX	1	1	2,000	198.9	19.44	100
2	Cuyahoga, OH	3	1	1,847	183.7	17.96	97
3	Los Angeles, CA	6	2	1,330	132.3	12.93	85
	U.S. Total	**44**	**26**	**10,287**	**1,022.9**	**100.00**	**93**
	3465 Automotive stampings						
1	Wayne, MI	32	12	15,984	1,665.4	20.09	95
2	Macomb, MI	27	8	9,041	941.7	11.36	94
3	Cook, IL	3	3	6,650	692.9	8.36	100
4	Genesee, MI	1	1	4,400	458.4	5.53	100
5	Summit, OH	5	3	4,385	456.8	5.51	98
6	Erie, NY	1	1	4,000	416.8	5.03	100
7	Cuyahoga, OH	5	3	3,463	360.9	4.35	99
8	Butler, OH	1	1	3,000	312.6	3.77	100
8	Grant, IN	1	1	3,000	312.6	3.77	100
10	Trumbull, OH	1	1	2,700	281.3	3.39	100
11	Monroe, MI	3	2	2,350	244.9	2.95	98
12	Stark, OH	1	1	1,529	159.3	1.92	100
13	Lucas, OH	8	2	1,525	158.8	1.92	67
14	Oakland, MI	15	5	1,233	128.3	1.55	72
15	Kalamazoo, MI	1	1	1,200	125.0	1.51	100
	U.S. Total	**203**	**99**	**79,573**	**8,290.2**	**100.00**	**95**
	3466 Crowns & closures						
1	Cook, IL	9	4	2,071	150.0	22.64	91
	U.S. Total	**45**	**26**	**9,139**	**662.6**	**100.00**	**89**
	3469 Metal stampings n.e.c.						
1	Cook, IL	94	24	9,156	550.0	8.57	67
2	Cuyahoga, OH	42	14	3,242	195.0	3.04	67
3	Wayne, MI	34	9	3,047	183.4	2.86	65
4	New Haven, CT	32	9	2,735	164.2	2.56	68
5	Oakland, MI	24	7	2,200	132.4	2.06	61
6	Middlesex, MA	23	7	2,157	129.5	2.02	72
7	Philadelphia, PA	10	2	2,010	121.1	1.89	80
8	Los Angeles, CA	44	3	1,896	113.7	1.77	16
9	Hennepin, MN	23	7	1,796	107.9	1.68	56
10	Winona, MN	1	1	1,500	90.2	1.41	100
11	Milwaukee, WI	14	4	1,446	86.8	1.35	71
12	Union, NJ	19	5	1,323	79.4	1.24	50
13	Orange, CA	14	3	1,276	76.9	1.20	63
14	Kings, NY	21	3	1,176	70.7	1.10	34
15	Fairfield, CT	11	4	1,131	68.1	1.06	80
16	Macomb, MI	25	2	1,109	66.5	1.04	21
17	St. Louis city, MO	12	3	1,050	63.1	.98	65
18	Providence, RI	20	3	1,033	62.2	.97	41
19	Hamilton, OH	11	3	1,015	61.0	.95	70
19	Worcester, MA	12	2	1,016	61.0	.95	54
21	Shelby, OH	1	1	1,000	60.1	.94	100
	U.S. Total	**1,337**	**295**	**106,750**	**6,415.0**	**100.00**	**59**
	3471 Plating & polishing						
1	Los Angeles, CA	118	16	6,840	293.0	11.78	46
2	Cook, IL	97	8	4,699	201.3	8.09	27
3	Providence, RI	49	2	2,178	93.3	3.75	19
4	Kent, MI	24	5	1,904	81.7	3.28	56
5	Wayne, MI	36	2	1,428	61.3	2.46	14
6	Cuyahoga, OH	40		1,363	58.3	2.34	0
7	Belmont, OH	2	2	1,054	45.2	1.82	100
	U.S. Total	**1,133**	**106**	**58,054**	**2,488.2**	**100.00**	**32**
	3479 Metal coating & allied services n.e.c.						
1	Cook, IL	43	7	2,782	167.5	7.54	49
2	Harris, TX	17	5	2,753	165.5	7.45	80
3	Los Angeles, CA	53	7	2,588	155.5	7.00	38
4	Bexar, TX	2	1	1,050	63.2	2.84	95
	U.S. Total	**581**	**83**	**36,941**	**2,221.6**	**100.00**	**48**
	3482 Small-arms ammunition						
1	Madison, IL	1	1	2,800	158.1	25.28	100
2	Jackson, MO	2	1	2,039	115.1	18.40	98
3	Lonoke, AR	1	1	1,750	98.8	15.80	100
4	Sauk, WI	2	1	1,239	69.9	11.18	97
5	Anoka, MN	1	1	1,000	56.5	9.03	100
	U.S. Total	**37**	**9**	**11,080**	**625.4**	**100.00**	**89**
	3483 Ammunition, except small-arms, n.e.c.						
1	Jefferson, CO	2	1	2,820	132.0	11.17	99
2	Los Angeles, CA	5	3	2,770	129.8	10.99	95
3	Gibson, TN	2	1	2,559	119.8	10.14	98
4	Clark, IN	2	1	1,789	83.8	7.09	98
5	Caddo, LA	3	2	1,339	62.7	5.31	97
6	Sullivan, TN	2	1	1,279	59.9	5.07	98
7	Tarrant, TX	1	1	1,200	56.2	4.76	100
8	Potter, TX	2	1	1,084	50.8	4.30	98
9	Harrison, TX	2	1	1,029	48.2	4.08	97
	U.S. Total	**82**	**33**	**25,230**	**1,181.5**	**100.00**	**91**
	3484 Small arms						
1	Fairfield, CT	3	3	5,454	242.0	24.71	100
2	New Haven, CT	3	3	3,320	147.3	15.04	100
3	Hampden, MA	3	2	2,856	126.8	12.95	98
4	Herkimer, NY	1	1	2,600	115.4	11.79	100
5	Hartford, CT	2	2	2,250	99.8	10.19	100
6	York, ME	1	1	1,200	53.3	5.44	100
	U.S. Total	**54**	**22**	**22,076**	**979.2**	**100.00**	**93**
	3489 Ordnance & accessories n.e.c.						
1	Santa Clara, CA	1	1	2,000	176.1	14.07	100
2	Hennepin, MN	3	1	1,275	112.2	8.96	92
3	Macomb, MI	3	3	1,218	107.3	8.57	100
4	Black Hawk, IA	1	1	1,000	88.0	7.03	100
	U.S. Total	**95**	**26**	**14,220**	**1,251.9**	**100.00**	**80**
	3493 Steel springs, except wire						
1	Cook, IL	13	5	1,293	48.7	10.90	75
2	Wayne, MI	6	3	1,221	46.2	10.34	90
3	Hamilton, IN	1	1	1,000	37.8	8.46	100
	U.S. Total	**118**	**34**	**11,838**	**446.8**	**100.00**	**70**
	3494 Valves & pipe fittings						
1	Harris, TX	68	22	9,202	686.8	8.59	76
2	Hamilton, OH	8	4	3,904	291.5	3.65	93
3	Cook, IL	24	11	3,711	276.9	3.46	84
4	Los Angeles, CA	35	10	3,254	242.3	3.03	73
5	Jefferson, KY	2	2	2,355	175.7	2.20	100
6	Hamilton, TN	3	3	2,194	163.8	2.05	100
7	Norfolk, MA	8	3	1,882	140.3	1.75	91
8	Worcester, MA	8	3	1,760	131.2	1.64	87
9	Essex, MA	3	2	1,440	107.5	1.34	96
10	Jefferson, AL	4	3	1,382	103.2	1.29	94
11	Erie, PA	8	4	1,283	95.8	1.20	88
12	Elkhart, IN	2	1	1,275	95.1	1.19	94
13	Cuyahoga, OH	18	3	1,236	92.2	1.15	45

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is *99.5% or more, it shows as 100%.*

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3494 Valves & pipe fittings, continued)						
14	Allegheny, PA	10	4	1,233	91.9	1.15	83
15	Wake, NC	3	2	1,074	80.1	1.00	96
16	Fort Bend, TX	4	2	1,063	79.4	.99	89
17	Bergen, NJ	7	5	1,061	79.2	.99	95
18	Kane, IL	3	3	1,039	77.5	.97	100
19	Orange, CA	7	4	1,012	75.7	.95	87
20	Macon, IL	2	2	1,000	74.6	.93	100
	U.S. Total	**752**	**297**	**107,173**	**7,995.7**	**100.00**	**82**
	3495 Wire springs						
1	Hartford, CT	28	7	2,886	169.2	17.73	73
2	Cook, IL	17	7	2,006	117.9	12.35	81
	U.S. Total	**196**	**48**	**16,268**	**954.5**	**100.00**	**65**
	3496 Miscellaneous fabricated wire products						
1	Cook, IL	59	12	3,712	95.6	5.47	47
2	York, PA	8	6	2,369	61.1	3.50	98
3	Hartford, CT	12	3	2,174	56.3	3.22	82
4	Hamilton, OH	5	2	1,820	47.3	2.71	96
5	Cuyahoga, OH	13	4	1,489	38.3	2.19	77
6	Los Angeles, CA	29	3	1,321	33.6	1.92	27
7	Warren, PA	2	1	1,095	28.4	1.63	91
8	Philadelphia, PA	11	4	1,075	27.6	1.58	70
9	Providence, RI	9	4	1,055	27.1	1.55	87
	U.S. Total	**743**	**192**	**67,782**	**1,747.2**	**100.00**	**66**
	3498 Fabricated pipe & fittings						
1	Harris, TX	21	6	2,579	216.8	8.93	71
2	Allegheny, PA	5	2	1,519	127.7	5.26	89
3	Los Angeles, CA	17	5	1,212	101.8	4.19	56
4	Forsyth, NC	1	1	1,050	88.3	3.64	100
	U.S. Total	**357**	**73**	**28,857**	**2,426.9**	**100.00**	**58**
	3499 Fabricated metal products n.e.c.						
1	Cook, IL	61	13	4,214	263.3	5.36	54
2	Cuyahoga, OH	37	6	3,150	196.7	4.01	56
3	Los Angeles, CA	38	7	2,644	165.0	3.36	55
4	Butler, OH	7	3	1,982	124.3	2.53	91
5	Adams, IL	2	2	1,700	106.5	2.17	100
6	Essex, NJ	12	2	1,337	83.6	1.70	68
7	Queens, NY	13	3	1,245	77.9	1.59	69
8	Hamilton, OH	10	5	1,140	71.4	1.45	84
9	Allegheny, PA	6	3	1,115	69.9	1.42	93
10	Du Page, IL	9	4	1,090	68.4	1.39	78
11	Marion, IN	12	4	1,047	65.5	1.33	66
	U.S. Total	**996**	**202**	**78,471**	**4,909.2**	**100.00**	**59**

SIC 35 Nonelectrical machinery

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3511 Turbines & turbine-generator set units						
1	Schenectady, NY	4	4	11,700	1,002.8	27.83	100
2	Delaware, PA	1	1	5,000	428.6	11.90	100
3	Essex, MA	1	1	4,000	342.9	9.52	100
4	San Diego, CA	1	1	2,500	214.3	5.95	100
5	Mecklenburg, NC	1	1	1,750	150.0	4.16	100
6	Worcester, MA	3	2	1,440	123.5	3.43	97
7	Milwaukee, WI	3	2	1,059	90.8	2.52	94
8	Palm Beach, FL	1	1	1,009	86.5	2.40	100
	U.S. Total	**96**	**41**	**42,836**	**3,602.7**	**100.00**	**95**
	3519 Internal-combustion engines n.e.c.						
1	Peoria, IL	1	1	8,500	1,195.4	11.34	100
2	Wayne, MI	5	5	8,255	1,161.0	11.01	100
3	Milwaukee, WI	6	4	7,813	1,098.8	10.42	99
4	Bartholomew, IN	2	2	5,200	731.3	6.94	100
5	Marion, IN	2	2	4,850	675.1	6.40	100
6	Lake, IL	1	1	4,000	562.5	5.34	100
7	Washington, MD	1	1	3,300	464.1	4.40	100
8	Alameda, CA	2	2	2,518	354.1	3.36	100
9	Black Hawk, IA	1	1	2,039	286.8	2.72	100
10	Waukesha, WI	2	1	1,720	241.9	2.29	99
11	Rock, WI	1	1	1,700	239.1	2.27	100
11	Calumet, WI	1	1	1,700	239.1	2.27	100
13	Fond du Lac, WI	2	1	1,560	219.4	2.08	96
14	Knox, IL	1	1	1,500	211.0	2.00	100
14	Seneca, OH	1	1	1,500	211.0	2.00	100
16	Harris, TX	5	2	1,072	150.7	1.43	86
17	Sheboygan, WI	1	1	1,039	146.2	1.39	100
18	Charleston, SC	1	1	1,000	140.7	1.33	100
	U.S. Total	**137**	**65**	**74,951**	**10,541.2**	**100.00**	**96**
	3523 Farm machinery & equipment						
1	Rock Island, IL	4	4	14,495	1,061.9	10.37	100
2	Black Hawk, IA	6	5	10,385	760.9	7.43	100
3	Jefferson, KY	1	1	5,000	366.3	3.58	100
4	Milwaukee, WI	1	1	4,649	340.6	3.32	100
5	Lancaster, PA	4	2	3,678	269.4	2.63	98
6	Wayne, MI	5	4	3,134	229.6	2.24	99
7	Polk, IA	4	3	2,819	206.5	2.02	99
8	Shelby, TN	5	2	2,706	198.3	1.94	96
9	Racine, WI	5	3	2,685	196.8	1.92	96
10	La Porte, IN	1	1	2,400	175.8	1.72	100
11	Oakland, MI	2	2	2,375	174.0	1.70	100
12	Hall, NE	5	2	2,020	148.1	1.45	94
13	Floyd, IA	1	1	2,000	146.5	1.43	100
13	Fulton, IL	1	1	2,000	146.5	1.43	100
15	Jackson, MO	5	2	1,978	144.9	1.41	91
16	Mercer, OH	3	2	1,830	134.0	1.31	98
17	Wapello, IA	2	2	1,700	124.5	1.22	100
18	Hennepin, MN	13	4	1,473	107.9	1.05	70
19	Douglas, NE	5	2	1,446	106.0	1.03	90
20	Platte, NE	8	4	1,301	95.5	.93	88
21	Cook, IL	7	2	1,279	93.7	.91	82
22	Washington, WI	4	2	1,205	88.3	.86	93
23	Harvey, KS	3	1	1,160	85.0	.83	95
24	Cass, ND	4	2	1,010	74.0	.72	89
25	Mifflin, PA	1	1	1,000	73.3	.71	100
	U.S. Total	**876**	**232**	**139,686**	**10,245.0**	**100.00**	**80**
	3524 Lawn & garden equipment						
1	Jefferson, KY	3	2	4,277	254.1	14.19	99
2	Hennepin, MN	2	1	2,050	121.8	6.80	98
3	Dodge, WI	1	1	1,378	81.8	4.57	100
4	Cuyahoga, OH	2	2	1,375	81.7	4.56	100
5	Ozaukee, WI	2	2	1,350	80.2	4.48	100
6	Lawrence, TN	1	1	1,250	74.3	4.15	100
7	Kankakee, IL	1	1	1,234	73.3	4.09	100
8	Polk, IA	1	1	1,000	59.4	3.32	100
8	Pittsylvania, VA	1	1	1,000	59.4	3.32	100
	U.S. Total	**116**	**53**	**30,141**	**1,791.1**	**100.00**	**91**
	3531 Construction machinery						
1	Tazewell, IL	1	1	17,000	1,884.9	11.63	100
2	Dubuque, IA	1	1	8,000	887.0	5.47	100
3	Will, IL	1	1	7,000	776.2	4.79	100
4	Cook, IL	11	6	6,452	715.3	4.42	97
5	Scott, IA	4	3	5,735	635.9	3.93	99
6	Macon, IL	1	1	5,700	632.0	3.90	100
7	Milwaukee, WI	16	10	4,863	539.2	3.33	94
8	York, PA	2	1	3,520	390.2	2.41	99
9	Linn, IA	3	3	3,382	374.9	2.31	100

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Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3531 Construction machinery, continued)						
10	Franklin, PA	3	2	3,361	372.7	2.30	99
11	Marion, OH	1	1	3,200	334.8	2.19	100
12	Tulsa, OK	11	6	2,958	327.9	2.02	94
13	Lake, IL	2	2	2,700	299.4	1.85	100
14	Ramsey, MN	4	2	2,500	277.2	1.71	96
15	Sangamon, IL	1	1	2,300	255.0	1.57	100
16	Cuyahoga, OH	11	7	2,200	244.0	1.51	93
17	Peoria, IL	4	2	1,962	217.5	1.34	97
18	Los Angeles, CA	20	5	1,926	213.4	1.32	72
19	Hennepin, MN	8	4	1,704	188.9	1.17	89
20	Racine, WI	5	3	1,685	186.8	1.15	97
21	Waukesha, WI	3	2	1,440	159.8	.99	98
22	Kane, IL	2	2	1,393	154.4	.95	100
23	Delta, MI	1	1	1,289	142.9	.88	100
24	Jackson, MO	4	4	1,243	137.8	.85	100
25	Sedgwick, KS	3	2	1,145	126.9	.78	98
26	King, WA	10	2	1,064	118.0	.73	58
27	Marion, IN	4	2	1,029	113.0	.70	93
	U.S. Total	**516**	**220**	**146,140**	**16,201.0**	**100.00**	**91**
	3532 Mining machinery						
1	Milwaukee, WI	4	3	3,429	194.6	7.83	98
2	Venango, PA	2	1	2,428	137.7	5.54	98
3	Denver, CO	10	3	1,734	98.6	3.97	76
4	Franklin, OH	1	1	1,700	96.5	3.88	100
5	Dallas, TX	6	3	1,598	90.8	3.65	91
6	Sullivan, NH	1	1	1,050	59.5	2.39	100
7	Hennepin, MN	1	1	1,000	56.7	2.28	100
7	Bannock, ID	1	1	1,000	56.7	2.28	100
7	Gregg, TX	1	1	1,000	56.7	2.28	100
	U.S. Total	**378**	**91**	**43,880**	**2,485.6**	**100.00**	**80**
	3533 Oil-field machinery						
1	Harris, TX	81	37	17,624	2,293.1	29.05	90
2	Los Angeles, CA	23	10	3,913	508.8	6.45	86
3	Dallas, TX	10	8	3,708	482.3	6.11	98
4	Tulsa, OK	24	10	3,375	438.7	5.56	83
5	St. Mary, LA	11	7	2,506	326.1	4.13	94
6	Stephens, OK	2	1	2,116	275.3	3.49	99
7	Orange, CA	6	5	2,020	262.8	3.33	99
8	Iberia, LA	10	2	1,404	182.5	2.31	64
9	Cameron, TX	2	2	1,275	165.9	2.10	100
10	Lafayette, LA	15	3	1,262	164.1	2.08	58
11	Ector, TX	14	4	1,164	151.6	1.92	60
12	Jefferson, LA	8	1	1,032	134.1	1.70	73
	U.S. Total	**409**	**144**	**68,664**	**7,892.6**	**100.00**	**81**
	3534 Elevators & moving stairways						
1	Westchester, NY	2	1	1,250	52.2	7.31	98
	U.S. Total	**154**	**42**	**17,113**	**714.0**	**100.00**	**73**
	3535 Conveyors & conveying equipment						
1	Hennepin, MN	9	5	1,697	127.8	4.44	88
2	Wayne, MI	17	7	1,507	113.6	3.95	76
3	Kent, MI	4	1	1,295	97.4	3.38	91
4	Jefferson, KY	10	3	1,193	90.0	3.13	69
5	Indiana, PA	2	1	1,070	80.6	2.80	93
6	Oakland, MI	10	3	1,063	80.1	2.78	60
	U.S. Total	**484**	**185**	**38,222**	**2,873.6**	**100.00**	**67**

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Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3536 Hoists, industrial cranes, & monorails						
1	Milwaukee, WI	11	3	2,856	157.4	12.56	89
2	Stark, OH	2	2	1,245	68.7	5.48	100
3	Cook, IL	5	1	1,235	68.2	5.44	81
4	Lake, OH	2	2	1,109	61.2	4.88	100
	U.S. Total	**186**	**54**	**22,707**	**1,253.1**	**100.00**	**77**
	3537 Industrial trucks & tractors						
1	Kane, IL	4	1	6,135	326.5	12.72	98
2	Lake, OH	3	2	2,860	152.2	5.93	99
3	Cook, IL	15	7	2,440	129.9	5.06	91
4	Cuyahoga, OH	11	4	2,185	116.3	4.53	81
5	Calhoun, MI	2	1	2,052	109.2	4.25	97
6	Vermilion, IL	1	1	2,000	106.4	4.14	100
7	Multnomah, OR	4	3	1,870	99.5	3.88	99
8	Des Moines, IA	1	1	1,100	58.6	2.28	100
9	Philadelphia, PA	2	1	1,009	53.7	2.09	97
	U.S. Total	**318**	**95**	**48,210**	**2,567.7**	**100.00**	**79**
	3541 Metal-cutting machine tools						
1	Hamilton, OH	22	10	8,660	497.5	10.65	94
2	Winnebago, IL	15	9	5,285	303.6	6.50	95
3	Cuyahoga, OH	22	9	5,156	296.1	6.34	90
4	Oakland, MI	56	6	3,739	214.4	4.59	53
5	Windsor, VT	4	4	3,089	177.5	3.80	100
6	Fairfield, CT	11	5	2,991	171.8	3.68	92
7	Macomb, MI	27	6	2,797	160.4	3.43	74
8	Worcester, MA	12	6	2,633	151.4	3.24	87
9	Wayne, MI	46	5	2,591	148.3	3.18	44
10	Cook, IL	31	8	2,439	140.0	3.00	60
11	Milwaukee, WI	8	3	2,303	132.5	2.84	89
12	Monroe, NY	9	3	1,759	100.9	2.16	87
13	Los Angeles, CA	13	5	1,715	98.6	2.11	74
14	Hartford, CT	21	3	1,627	93.4	2.00	58
15	Providence, RI	17	2	1,531	87.7	1.88	53
16	Franklin, PA	2	2	1,408	80.9	1.73	100
	U.S. Total	**693**	**172**	**81,373**	**4,669.8**	**100.00**	**75**
	3542 Metal-forming machine tools						
1	Cook, IL	23	9	5,489	298.4	19.01	89
2	Erie, NY	5	3	1,454	79.1	5.04	96
3	Hamilton, OH	2	2	1,000	54.4	3.47	100
	U.S. Total	**264**	**74**	**28,876**	**1,569.6**	**100.00**	**74**
	3544 Special dies, tools, jigs, & fixtures						
1	Wayne, MI	118	8	7,674	345.0	6.60	48
2	Cook, IL	163	14	7,521	338.9	6.48	30
3	Macomb, MI	115	11	6,124	274.9	5.26	40
4	Oakland, MI	197	11	5,624	252.7	4.83	39
5	Cuyahoga, OH	76	7	4,297	194.1	3.71	42
6	Montgomery, OH	71	12	3,793	171.5	3.28	45
7	Los Angeles, CA	64	9	3,339	150.6	2.88	43
8	Summit, OH	35	9	2,643	119.3	2.28	66
9	Monroe, NY	26	4	2,267	101.5	1.94	54
10	Kent, MI	34	2	2,144	96.2	1.84	44
11	Union, NJ	31	2	1,584	72.3	1.38	26
12	Kane, IL	8	3	1,522	68.6	1.31	82
13	Milwaukee, WI	23	4	1,407	63.2	1.21	51
14	Worcester, MA	23	2	1,346	60.4	1.16	41
15	Hartford, CT	39		1,330	60.1	1.15	0
16	Hamilton, OH	27	3	1,293	58.5	1.12	39
17	Marion, IN	21	2	1,258	57.2	1.09	22
18	Hampden, MA	23	4	1,175	52.8	1.01	38
19	Lucas, OH	28	3	1,153	52.6	1.01	33
20	Essex, NJ	22	2	1,110	50.1	.96	36
21	Montgomery, PA	15	3	1,001	45.1	.86	53
	U.S. Total	**2,301**	**215**	**116,105**	**5,228.1**	**100.00**	**58**
	3545 Machine-tool accessories						
1	Oakland, MI	22	10	5,043	266.8	8.02	70

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 ([illegible] Est.)			
2	Cook, IL	24	7	3,654	193.4	5.82	81
3	Cuyahoga, OH	21	7	3,617	191.1	5.75	87
4	Worcester, MA	9	5	2,929	155.2	4.67	95
5	Hartford, CT	27	8	2,771	146.2	4.40	75
6	Macomb, MI	35	5	2,519	133.4	4.01	56
7	Wayne, MI	47	5	2,503	132.5	3.98	39
8	Washington, RI	1	1	1,500	79.5	2.39	100
8	Los Angeles, CA	32	3	1,516	79.5	2.39	31
10	Montgomery, OH	10	2	1,415	74.5	2.24	82
11	Bristol, MA	3	2	1,227	65.1	1.96	98
12	Franklin, MA	5	2	1,151	60.9	1.83	93
13	Winnebago, IL	5	2	1,000	53.8	1.62	93
	U.S. Total	**709**	**142**	**62,950**	**3,325.5**	**100.00**	**66**
	3546 Power-driven hand tools						
1	Carroll, MD	1	1	2,259	170.9	8.31	100
2	Cook, IL	7	5	1,774	134.4	6.53	96
3	Los Angeles, CA	5	3	1,664	126.0	6.12	95
4	Mohave, AZ	1	1	1,600	121.0	5.88	100
5	Pickens, SC	1	1	1,495	113.1	5.50	100
6	Oneida, NY	1	1	1,400	105.9	5.15	100
7	Williams, OH	1	1	1,100	83.2	4.04	100
8	Greenville, SC	1	1	1,000	75.7	3.68	100
8	Bradford, PA	1	1	1,000	75.7	3.68	100
	U.S. Total	**88**	**46**	**37,191**	**2,857.3**	**100.00**	**93**
	3547 Rolling-mill machinery						
1	Allegheny, PA	5	4	1,334	101.9	16.57	98
2	Ohio, WV	2	2	1,197	80.0	13.01	100
	U.S. Total	**55**	**25**	**9,194**	**615.0**	**100.00**	**87**
	3549 Metalworking machinery n.e.c.						
1	Union, NJ	2	1	1,464	74.7	5.59	97
	U.S. Total	**230**	**66**	**21,634**	**1,336.6**	**100.00**	**68**
	3551 Food-products machinery						
1	Miami, OH	2	2	4,200	226.8	8.06	100
2	Cook, IL	32	9	2,690	145.0	5.67	62
3	Waukesha, WI	7	3	1,707	92.3	3.61	90
4	Los Angeles, CA	25	5	1,504	80.9	3.16	42
5	Milwaukee, WI	5	3	1,126	60.8	2.38	94
	U.S. Total	**489**	**142**	**47,454**	**2,559.4**	**100.00**	**70**
	3552 Textile machinery						
1	Greenville, SC	32	9	4,215	145.3	11.44	77
2	Kent, RI	1	1	2,869	98.6	7.77	100
3	Gaston, NC	40	5	2,574	89.5	7.05	45
4	Winnebago, IL	1	1	2,539	87.3	6.88	100
5	Mecklenburg, NC	22	6	2,130	73.2	5.77	65
6	Essex, MA	6	2	1,460	50.2	3.95	92
7	Spartanburg, SC	11	2	1,405	48.2	3.80	74
8	Pickens, SC	1	1	1,327	45.6	3.59	100
9	Guilford, NC	10	3	1,293	44.8	3.53	85
	U.S. Total	**341**	**81**	**36,732**	**1,260.6**	**100.00**	**78**
	3554 Paper-industries machinery						
1	Rock, WI	1	1	2,200	160.2	11.21	100
2	Brown, WI	6	3	1,320	110.8	7.75	91
	U.S. Total	**103**	**50**	**19,620**	**1,428.9**	**100.00**	**77**
	3555 Printing-trades machinery						
1	Cook, IL	41	10	3,342	253.6	10.56	60
2	Middlesex, MA	8	2	2,134	161.4	6.72	89
3	Berks, PA	1	1	1,200	91.1	3.79	100
4	Allegheny, PA	3	3	1,090	82.8	3.45	100
5	New York, NY	14	4	1,080	73.9	3.16	59
	U.S. Total	**287**	**86**	**31,615**	**2,400.9**	**100.00**	**73**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 ([illegible] Est.)			
	3559 Special-industry machinery n.e.c.						
1	Cuyahoga, OH	30	11	3,456	209.1	3.94	80
2	Cook, IL	33	13	3,200	193.6	3.65	72
3	Erie, NY	5	2	2,452	148.5	2.80	96
4	Essex, MA	14	3	2,318	140.5	2.65	80
5	Middlesex, MA	20	8	2,315	140.1	2.64	77
6	Wayne, MI	21	7	2,078	125.6	2.37	74
7	New Haven, CT	10	4	2,039	123.7	2.33	88
8	Essex, NJ	16	3	1,779	107.7	2.03	71
9	Allegheny, PA	9	3	1,542	93.5	1.76	89
10	Oakland, MI	18	6	1,507	91.3	1.72	76
11	Los Angeles, CA	28	3	1,479	89.6	1.69	44
12	Dallas, TX	9	2	1,388	83.9	1.58	79
13	Bucks, PA	9	3	1,312	79.5	1.50	86
14	Santa Clara, CA	8	3	1,263	76.5	1.44	72
15	Clermont, OH	1	1	1,200	72.8	1.37	100
16	Summit, OH	16	3	1,173	71.0	1.34	54
17	Hartford, CT	9	2	1,155	69.8	1.32	79
18	Lycoming, PA	1	1	1,030	62.5	1.18	100
19	Luzerne, PA	5	3	1,027	62.4	1.18	93
19	Henrico, VA	9	4	1,030	62.4	1.18	74
21	Salt Lake, UT	3	2	1,014	61.4	1.16	98
	U.S. Total	**925**	**221**	**87,561**	**5,300.6**	**100.00**	**68**
	3561 Pumps & pumping equipment						
1	Los Angeles, CA	34	13	6,141	471.0	8.63	88
2	Cook, IL	25	8	2,477	190.3	3.49	80
3	Douglas, NE	6	1	1,910	146.5	2.68	92
4	Warren, NJ	1	1	1,889	144.8	2.65	100
5	Tulsa, OK	7	3	1,569	120.4	2.21	88
6	Hamilton, OH	6	2	1,484	113.8	2.08	84
7	Ashland, OH	3	3	1,450	111.2	2.04	100
8	Harris, TX	17	3	1,250	96.2	1.76	48
9	Kane, IL	3	2	1,210	92.7	1.70	95
10	Hinds, MS	1	1	1,170	89.7	1.64	100
11	Montgomery, OH	5	2	1,150	88.2	1.62	87
12	Philadelphia, PA	6	2	1,142	87.6	1.60	85
13	Racine, WI	3	2	1,080	82.9	1.52	97
14	Richland, OH	4	3	1,072	82.2	1.51	93
15	Seneca, NY	1	1	1,030	79.0	1.45	100
16	Alameda, CA	7	2	1,015	78.0	1.43	81
17	Reno, KS	1	1	1,000	76.7	1.41	100
	U.S. Total	**483**	**169**	**71,153**	**5,458.8**	**100.00**	**82**
	3562 Ball & roller bearings						
1	Stark, OH	3	2	6,400	501.8	15.05	99
2	Hartford, CT	9	7	7,510	448.8	13.46	99
3	Chautauqua, NY	1	1	2,500	149.3	4.48	100
4	Litchfield, CT	2	2	2,175	129.8	3.89	100
5	Fairfield, CT	5	3	1,943	116.2	3.49	96
6	Franklin, OH	1	1	1,400	83.6	2.51	100
7	Union, NJ	1	1	1,350	80.6	2.42	100
8	Philadelphia, PA	3	3	1,300	77.5	2.32	100
9	Laurens, SC	1	1	1,247	74.5	2.23	100
10	Crawford, OH	1	1	1,119	66.9	2.01	100
11	Marion, IN	1	1	1,000	59.8	1.79	100
	U.S. Total	**158**	**87**	**53,825**	**3,354.0**	**100.00**	**94**
	3563 Air & gas compressors						
1	Cattaraugus, NY	1	1	2,943	259.6	8.80	100
2	Westmoreland, PA	2	1	2,339	206.3	7.00	99
3	Steuben, NY	1	1	1,700	149.9	5.08	100
4	Erie, NY	2	2	1,530	134.9	4.58	100
5	Hamilton, OH	3	2	1,485	131.0	4.44	98
6	La Porte, IN	2	2	1,250	110.3	3.74	100
7	Hennepin, MN	3	2	1,200	105.8	3.59	98
8	Venango, PA	1	1	1,100	97.0	3.29	100
9	Lucas, OH	2	1	1,033	91.2	3.09	93
10	Mercer, PA	1	1	1,000	88.2	2.99	100
	U.S. Total	**155**	**60**	**32,446**	**2,948.5**	**100.00**	**88**

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3564 Blowers & exhaust & ventilation fans						
1	Marion, IN	5	5	2,375	117.6	6.38	100
2	Ulster, NY	1	1	1,400	69.2	3.75	100
3	Los Angeles, CA	18	4	1,362	67.3	3.65	70
4	Erie, NY	3	2	1,305	64.5	3.50	94
5	Lebanon, PA	2	2	1,255	62.1	3.37	100
6	Cuyahoga, OH	8	4	1,132	55.8	3.03	81
7	Harris, TX	10	3	1,044	51.2	2.78	66
	U.S. Total	**343**	**101**	**37,225**	**1,843.5**	**100.00**	**74**
	3566 Speed changers, drives, & gears						
1	Milwaukee, WI	3	3	4,300	258.9	15.39	100
2	Montgomery, PA	4	3	1,741	104.8	6.23	98
3	Cook, IL	12	4	1,705	102.3	6.08	79
4	Tippecanoe, IN	2	2	1,539	92.6	5.51	100
5	Mason, KY	1	1	1,061	63.8	3.79	100
	U.S. Total	**173**	**66**	**27,955**	**1,681.9**	**100.00**	**84**
	3567 Industrial-process furnaces & ovens						
1	Cook, IL	17	5	2,098	101.3	9.45	80
2	Fairfield, OH	1	1	1,050	50.8	4.74	100
3	Wayne, MI	12	3	1,037	50.1	4.68	68
	U.S. Total	**239**	**61**	**22,141**	**1,071.5**	**100.00**	**66**
	3568 Power-transmission equipment n.e.c.						
1	Marion, IN	4	2	5,244	225.5	10.81	98
2	Tompkins, NY	1	1	3,500	150.5	7.21	100
3	Cook, IL	27	11	3,103	133.6	6.40	78
4	Cuyahoga, OH	14	6	2,537	109.0	5.23	58
5	Wayne, MI	7	4	1,908	82.2	3.94	94
6	Franklin, OH	3	2	1,673	71.9	3.45	99
7	Racine, WI	1	1	1,300	55.9	2.68	100
8	Hampden, MA	3	2	1,025	44.1	2.11	93
	U.S. Total	**297**	**114**	**48,479**	**2,086.0**	**100.00**	**83**
	3569 General industrial machinery n.e.c.						
1	Cook, IL	38	11	8,217	430.3	11.12	88
2	Los Angeles, CA	44	17	6,202	324.6	8.37	82
3	Middlesex, MA	16	3	2,299	120.2	3.11	78
4	St. Louis city, MO	5	3	2,120	111.0	2.87	97
5	Milwaukee, WI	13	6	1,972	102.9	2.66	85
6	Montgomery, OH	7	1	1,717	89.9	2.32	87
7	Cuyahoga, OH	13	5	1,680	87.9	2.27	80
8	Summit, OH	8	3	1,440	75.3	1.95	83
9	Providence, RI	6	3	1,349	70.5	1.82	90
10	Wayne, MI	13	5	1,338	69.9	1.81	75
11	Hennepin, MN	7	4	1,057	55.3	1.43	83
12	Salt Lake, UT	4	3	1,002	52.5	1.36	92
	U.S. Total	**726**	**176**	**73,973**	**3,870.4**	**100.00**	**68**
	3573 Electronic computing equipment						
1	Santa Clara, CA	129	66	37,414	3,640.3	12.68	92
2	Los Angeles, CA	107	53	23,139	2,251.7	7.84	90
3	Middlesex, MA	73	41	17,420	1,695.5	5.90	92
4	Orange, CA	70	42	16,508	1,606.5	5.59	93
5	Ramsey, MN	10	5	13,815	1,344.8	4.68	98
6	Maricopa, AZ	17	6	10,430	1,015.1	3.53	95
7	Broome, NY	2	1	8,525	829.8	2.89	100
8	Hennepin, MN	29	17	8,352	812.6	2.83	92
9	San Diego, CA	27	14	6,862	667.6	2.32	93
10	Dallas, TX	32	13	6,044	588.2	2.05	85
11	Worcester, MA	7	3	4,674	454.8	1.58	96
12	Dutchess, NY	2	1	4,029	392.2	1.37	99
13	Alameda, CA	12	6	3,956	385.0	1.34	95
14	Salt Lake, UT	7	3	3,894	379.1	1.32	96
15	Montgomery, OH	2	1	3,780	368.0	1.28	99
16	Fairfield, CT	26	8	3,760	365.5	1.27	77
17	Montgomery, PA	13	9	3,707	361.0	1.26	94
18	Fort Bend, TX	2	1	3,575	348.0	1.21	98
19	Suffolk, MA	6	4	3,565	346.7	1.21	97
20	Pima, AZ	3	2	3,360	327.0	1.14	99
21	Suffolk, NY	18	8	3,253	316.4	1.10	86
22	Broward, FL	8	4	2,983	290.4	1.01	95
23	Cook, IL	17	11	2,787	271.2	.94	91
24	Montgomery, MD	20	9	2,744	266.9	.93	82
25	Hillsborough, NH	18	8	2,730	265.8	.93	84
26	Boulder, CO	6	4	2,713	264.1	.92	97
27	Monmouth, NJ	9	6	2,675	260.5	.91	95
28	Palm Beach, FL	3	3	2,659	259.8	.90	100
29	Travis, TX	5	1	2,654	258.3	.90	94
30	Chester, PA	3	2	2,517	245.0	.85	99
31	Nassau, NY	20	8	2,294	223.4	.78	80
32	Wayne, MI	4	1	2,146	208.9	.73	95
33	El Paso, CO	2	2	2,039	198.5	.69	100
34	Olmsted, MN	1	1	2,000	194.7	.68	100
35	Harris, TX	9	5	1,896	184.4	.64	93
36	Kaiser, TX	5	3	1,770	172.3	.60	96
37	Herkimer, NY	1	1	1,750	170.4	.59	100
38	Brevard, FL	9	2	1,658	161.4	.56	73
39	Allegheny, PA	7	4	1,567	152.5	.53	93
40	Oklahoma, OK	1	1	1,500	146.0	.51	100
41	Burlington, NJ	7	5	1,459	141.8	.49	94
42	Guernsey, OH	1	1	1,425	138.7	.48	100
42	Bergen, NJ	17	5	1,426	138.7	.48	63
44	Tarrant, TX	7	4	1,407	137.0	.48	91
45	Middlesex, NJ	11	5	1,401	136.4	.47	84
46	Monroe, NY	8	6	1,321	128.6	.45	97
47	Washington, OR	3	3	1,309	127.4	.44	100
48	King, WA	5	4	1,308	127.2	.44	98
49	Oakland, MI	4	2	1,264	123.0	.43	92
50	Fairfax, VA	11	5	1,248	121.3	.42	77
51	Denver, CO	8	3	1,192	116.1	.40	84
52	Washtenaw, MI	11	3	1,154	112.3	.39	66
53	Hampden, MA	3	3	1,078	104.9	.37	100
54	Cumberland, ME	1	1	1,000	97.3	.34	100
	U.S. Total	**1,214**	**569**	**295,133**	**28,719.1**	**100.00**	**90**
	3574 Calculating & accounting machines						
1	Tioga, NY	1	1	3,300	251.2	15.32	100
2	Durham, NC	1	1	3,000	228.4	13.93	100
3	Los Angeles, CA	8	6	1,594	121.2	7.39	92
4	Tompkins, NY	1	1	1,350	102.7	6.26	100
5	Dade, FL	1	1	1,250	95.1	5.80	100
6	Okaloosa, FL	1	1	1,200	91.3	5.57	100
7	Santa Clara, CA	5	4	1,064	80.9	4.93	93
8	Sedgwick, KS	1	1	1,039	79.1	4.82	100
9	Midland, TX	1	1	1,000	76.1	4.64	100
	U.S. Total	**68**	**33**	**21,545**	**1,639.9**	**100.00**	**92**
	3576 Scales & balances, except laboratory						
1	Lucas, OH	1	1	2,210	124.6	22.41	100
2	Passaic, NJ	2	2	1,070	60.4	10.86	100
	U.S. Total	**81**	**25**	**9,850**	**556.0**	**100.00**	**78**
	3579 Office machines n.e.c.						
1	Cook, IL	26	15	6,657	548.2	13.36	92
2	Fayette, KY	2	2	6,573	541.4	13.19	100
3	Fairfield, CT	4	2	4,430	364.9	8.89	99
4	Cortland, NY	1	1	3,990	328.6	8.01	100
5	Travis, TX	1	1	3,000	247.1	6.02	100
6	Dauphin, PA	1	1	1,500	123.6	3.01	100
7	Bergen, NJ	6	1	1,481	122.0	2.97	88
8	Queens, NY	2	1	1,439	118.5	2.89	97
	U.S. Total	**198**	**83**	**49,835**	**4,103.7**	**100.00**	**90**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3581 Automatic merchandising machines						
1	Johnson, KS	1	1	1,287	81.8	15.13	100
	U.S. Total	**52**	**21**	**8,525**	**540.6**	**100.00**	**83**
	3585 Refrigeration & heating equipment						
1	Montgomery, OH	3	3	7,550	759.2	6.06	100
2	Dallas, TX	9	4	3,790	381.4	3.05	93
3	Smith, TX	2	2	3,230	326.9	2.61	100
4	Jefferson, KY	3	2	3,069	308.5	2.46	99
5	Tarrant, TX	19	5	2,913	293.2	2.34	77
6	Fayette, IN	2	2	2,900	291.6	2.33	100
7	Los Angeles, CA	39	8	2,794	280.5	2.24	61
8	Lehigh, PA	1	1	2,700	271.5	2.17	100
9	Lenawee, MI	4	3	2,534	254.9	2.04	98
10	York, PA	4	2	2,372	238.5	1.91	94
11	Shelby, OH	1	1	2,300	231.3	1.85	100
12	Middlesex, NJ	5	4	2,279	229.0	1.83	99
13	Marion, IN	6	3	2,181	219.4	1.75	95
14	Franklin, OH	7	5	2,135	214.5	1.71	97
15	Montgomery, TN	1	1	2,050	206.1	1.65	100
16	Cook, IL	19	7	2,036	204.7	1.64	78
17	La Crosse, WI	1	1	2,000	201.1	1.61	100
18	Sebastian, AR	4	3	1,939	195.0	1.56	97
19	St. Louis, MO	2	1	1,639	164.8	1.32	98
20	Mercer, NJ	3	3	1,508	151.7	1.21	100
21	Marion, OH	1	1	1,500	150.8	1.20	100
21	Warren, TN	1	1	1,500	150.8	1.20	100
21	Onondaga, NY	1	1	1,500	150.8	1.20	100
24	Philadelphia, PA	8	6	1,451	146.0	1.17	95
25	Maricopa, AZ	6	4	1,436	144.5	1.15	93
26	Bexar, TX	4	3	1,376	138.5	1.11	95
27	Grenada, MS	1	1	1,316	132.4	1.06	100
28	Manitowoc, WI	2	2	1,250	125.6	1.00	100
29	Hennepin, MN	2	1	1,230	123.7	.99	98
30	Effingham, IL	2	2	1,203	121.0	.97	100
31	Lincoln, TN	1	1	1,200	120.7	.96	100
32	Marshall, TN	2	1	1,160	116.6	.93	95
33	Cass, MI	1	1	1,100	110.6	.88	100
34	Howard, MD	1	1	1,000	100.6	.80	100
34	Jefferson, WI	1	1	1,000	100.6	.80	100
	U.S. Total	**552**	**238**	**124,477**	**12,519.0**	**100.00**	**89**
	3589 Service-industry machinery n.e.c.						
1	Cook, IL	24	6	2,173	157.6	6.05	68
2	Hennepin, MN	4	3	1,640	118.9	4.56	96
3	Los Angeles, CA	14	4	1,497	108.4	4.16	73
4	San Bernardino, CA	1	1	1,200	87.1	3.34	100
	U.S. Total	**373**	**105**	**35,992**	**2,607.0**	**100.00**	**69**
	3592 Carburetors, pistons, rings, & valves						
1	Monroe, NY	1	1	3,450	256.6	12.92	100
2	Muskegon, MI	3	2	2,410	179.1	9.02	97
3	Cuyahoga, OH	4	2	2,375	176.7	8.90	98
4	Warren, KY	2	2	2,078	154.6	7.79	100
5	Kent, MI	1	1	2,000	148.7	7.49	100
6	Baltimore city, MD	2	1	1,098	81.6	4.11	96
7	Kane, IL	1	1	1,005	74.8	3.77	100
	U.S. Total	**97**	**47**	**26,709**	**1,985.7**	**100.00**	**91**
	3599 Machinery, except electrical, n.e.c.						
1	Los Angeles, CA	228	15	10,148	772.2	6.21	26
2	Cook, IL	161	16	8,438	641.6	5.16	39
3	Hennepin, MN	53	5	3,329	253.6	2.04	42
4	Oakland, MI	64	7	2,904	220.8	1.78	31
5	Cuyahoga, OH	74	4	2,796	212.6	1.71	16
6	Allen, IN	9	1	2,774	210.7	1.69	90
7	Hartford, CT	47	6	2,726	207.3	1.67	46
8	Harris, TX	41	5	2,536	193.1	1.55	39
9	Wayne, MI	59	4	2,442	185.6	1.49	26
10	Milwaukee, WI	26	7	2,333	177.3	1.43	65
11	Macomb, MI	51	5	2,272	172.4	1.39	27
12	Gaston, NC	8	2	1,985	150.8	1.21	88
13	Du Page, IL	20	3	1,828	139.1	1.12	71
14	Nassau, NY	37	3	1,812	137.6	1.11	26
15	King, WA	34	3	1,774	134.9	1.09	35
16	Montgomery, OH	30	3	1,490	113.1	.91	42
17	Allegheny, PA	18	1	1,468	111.7	.90	61
18	Middlesex, MA	40	2	1,361	103.1	.83	18
19	Union, NJ	15	3	1,223	93.0	.75	65
20	Essex, NJ	14	1	1,206	91.5	.74	58
21	Orange, CA	30	2	1,191	90.8	.73	17
22	New Haven, CT	35	1	1,162	88.6	.71	9
23	Winnebago, IL	27	1	1,128	85.8	.69	13
24	Santa Clara, CA	24	1	1,126	85.1	.68	12
25	Waukesha, WI	22	2	1,065	80.8	.65	47
26	Hampden, MA	10	1	1,053	79.9	.64	62
27	Orleans, LA	10	3	1,050	79.8	.64	74
28	Suffolk, NY	16	3	1,040	79.1	.64	57
29	Bergen, NJ	20	1	1,024	78.0	.63	39
	U.S. Total	**3,259**	**261**	**163,525**	**12,432.3**	**100.00**	**33**
	SIC 36 Electric & electronic equipment						
	3612 Transformers						
1	Cook, IL	21	10	4,666	210.6	7.46	88
2	Berkshire, MA	1	1	3,039	137.2	4.86	100
3	Washington, PA	1	1	3,000	135.4	4.79	100
4	Mercer, PA	2	2	2,700	121.8	4.31	100
5	Allegheny, PA	1	1	2,500	112.8	3.99	100
6	Simpson, MS	1	1	2,400	108.3	3.83	100
7	Essex, NJ	3	1	2,060	93.1	3.30	97
8	Strafford, NH	1	1	1,600	72.2	2.56	100
9	Cole, MO	1	1	1,500	67.7	2.40	100
9	Delaware, IN	1	1	1,500	67.7	2.40	100
11	Waukesha, WI	3	2	1,489	67.1	2.38	97
12	Allen, IN	1	1	1,400	63.2	2.24	100
13	Clarke, GA	1	1	1,386	62.6	2.22	100
14	Floyd, GA	1	1	1,306	59.0	2.09	100
15	Vermilion, IL	2	2	1,050	47.4	1.68	100
16	Catawba, NC	1	1	1,000	45.2	1.60	100
	U.S. Total	**286**	**122**	**62,573**	**2,824.0**	**100.00**	**88**
	3613 Switchgear & switchboard apparatus						
1	Cook, IL	31	10	5,579	374.2	7.94	82
2	Philadelphia, PA	4	3	4,229	283.6	6.01	99
3	Gibson, IN	1	1	3,750	251.4	5.33	100
4	Beaver, PA	1	1	3,000	201.2	4.27	100
5	Hartford, CT	5	3	2,660	178.3	3.78	98
6	Augusta, VA	2	1	2,104	141.1	2.99	97
7	Adams, CO	2	1	2,035	136.5	2.89	98
8	Los Angeles, CA	23	8	1,863	125.0	2.65	70
9	Fayette, KY	1	1	1,732	116.1	2.46	100
10	Hillsborough, NH	4	3	1,550	104.0	2.21	99
11	St. Louis, MO	1	1	1,300	87.2	1.85	100
12	Milwaukee, WI	9	3	1,279	85.6	1.82	82
13	De Kalb, GA	11	5	1,269	85.3	1.81	67
14	St. Louis city, MO	5	5	1,260	84.5	1.79	100
15	Buncombe, NC	1	1	1,000	67.1	1.42	100
15	Linn, IA	1	1	1,000	67.1	1.42	100
	U.S. Total	**483**	**158**	**70,261**	**4,715.3**	**100.00**	**85**
	3621 Motors & generators						
1	Allen, IN	4	3	7,170	338.0	6.27	100
2	New Haven, CT	3	3	4,057	191.3	3.55	100
3	Cuyahoga, OH	8	5	3,400	160.1	2.97	97
4	St. Louis city, MO	6	5	3,232	152.3	2.82	99
5	Cook, IL	23	11	3,123	147.1	2.73	82
6	Benton, AR	2	2	2,150	101.4	1.88	100
7	Los Angeles, CA	16	10	2,122	100.1	1.86	90
8	Greene, AR	1	1	2,100	99.0	1.84	100
8	Ozaukee, WI	3	3	2,100	99.0	1.84	100
10	Bergen, NJ	4	3	1,757	82.8	1.54	99
11	Allegheny, PA	6	3	1,682	79.3	1.47	90
12	Erie, PA	2	1	1,557	73.4	1.36	98

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Rank	County, State	No. Of Total	Estab. Large	Total Employ-ment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
(3621 Motors & generators, continued)							
13	Montgomery, VA	4	4	1,500	70.8	1.31	100
14	Anoka, MN	1	1	1,500	70.7	1.31	100
15	Shiawassee, MI	3	3	1,475	69.6	1.29	100
16	Allen, OH	3	3	1,470	69.3	1.28	100
17	Racine, WI	9	6	1,440	67.9	1.26	89
18	Wells, IN	1	1	1,380	65.0	1.21	100
19	Milwaukee, WI	9	3	1,340	63.2	1.17	78
20	Lowndes, MS	2	2	1,171	55.2	1.02	100
21	Dunklin, MO	1	1	1,150	54.2	1.00	100
21	Pulaski, AR	2	2	1,150	54.2	1.00	100
23	El Paso, TX	5	4	1,130	53.4	.99	97
24	Montgomery, KY	1	1	1,130	53.3	.99	100
25	Hamilton, OH	3	2	1,103	52.0	.96	96
26	Sebastian, AR	2	1	1,030	48.5	.90	97
27	Greene, MO	1	1	1,000	47.1	.87	100
27	Bartholomew, IN	1	1	1,000	47.1	.87	100
27	Marathon, WI	1	1	1,000	47.1	.87	100
27	Seneca, OH	1	1	1,000	47.1	.87	100
27	Miami, OH	1	1	1,000	47.1	.87	100
27	Rutherford, TN	1	1	1,000	47.1	.87	100
27	Clark, OH	1	1	1,000	47.1	.87	100
27	Schenectady, NY	1	1	1,000	47.1	.87	100
	U.S. Total	424	236	114,438	5,393.8	100.00	93
3622 Industrial controls							
1	Milwaukee, WI	14	9	10,349	519.1	13.55	97
2	Roanoke, VA	1	1	3,900	195.6	5.10	100
3	Hartford, CT	7	4	3,208	161.0	4.20	95
4	Cook, IL	19	9	2,889	144.8	3.78	80
5	Los Angeles, CA	20	5	2,807	140.9	3.68	77
6	Bristol, MA	1	1	2,000	100.3	2.62	100
7	Cuyahoga, OH	12	6	1,610	80.9	2.11	85
8	Allegheny, PA	7	1	1,603	80.3	2.10	85
9	Kane, IL	7	2	1,572	78.9	2.06	90
10	Orange, CA	10	3	1,538	77.2	2.01	77
11	Middlesex, MA	11	4	1,379	69.2	1.81	67
12	McHenry, IL	3	3	1,375	69.0	1.80	100
13	McLean, IL	1	1	1,300	65.2	1.70	100
	U.S. Total	427	162	76,430	3,832.1	100.00	82
3623 Electric welding apparatus							
1	Cuyahoga, OH	5	2	2,275	156.3	10.83	91
2	Miami, OH	2	1	1,830	125.6	8.71	98
2	Los Angeles, CA	10	3	1,832	125.6	8.71	72
4	Outagamie, WI	1	1	1,200	82.4	5.71	100
5	York, PA	2	2	1,020	70.0	4.85	100
	U.S. Total	146	48	21,017	1,442.7	100.00	81
3624 Carbon & graphite products							
1	Elk, PA	6	6	4,168	277.6	24.58	100
2	Niagara, NY	3	3	2,100	139.9	12.39	100
3	Hot Spring, AR	1	1	1,750	116.7	10.33	100
	U.S. Total	64	34	16,953	1,129.5	100.00	93
3629 Electrical industrial apparatus n.e.c.							
1	Washington, NY	1	1	1,400	81.0	7.83	100
2	Delaware, PA	2	2	1,250	69.8	6.74	100
	U.S. Total	175	45	18,517	1,035.0	100.00	70
3631 Household cooking equipment							
	Jefferson, KY	1	1	5,000	424.4	17.69	100

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

1982 ([redacted] Est.)

Rank	County, State	No. Of Total	Estab. Large	Total Employ-ment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
2	Bradley, TN	3	3	2,450	208.0	8.67	100
3	Hennepin, MN	2	1	2,037	172.8	7.20	98
4	Richland, OH	2	2	1,539	130.6	5.44	100
5	Howard, MD	1	1	1,500	127.3	5.31	100
6	Berks, PA	1	1	1,136	96.4	4.02	100
7	Kent, MI	1	1	1,000	84.9	3.54	100
	U.S. Total	75	50	28,264	2,399.3	100.00	96
3632 Household refrigerators & freezers							
1	Vanderburgh, IN	1	1	6,000	513.8	21.47	100
2	Jefferson, KY	1	1	5,000	428.3	17.89	100
3	Sebastian, AR	1	1	3,000	257.0	10.74	100
4	Montcalm, MI	2	2	2,140	183.3	7.66	100
5	Franklin, OH	2	1	2,020	173.0	7.23	99
6	Monroe, IN	1	1	2,000	171.3	7.16	100
7	Ramsey, MN	1	1	1,500	128.4	5.36	100
8	Bantas, MN	1	1	1,039	89.0	3.72	100
	U.S. Total	38	22	27,948	2,393.6	100.00	97
3633 Household laundry equipment							
1	Jasper, IA	1	1	4,350	449.0	21.55	100
2	Cook, IL	2	2	2,900	299.3	14.36	100
3	Jefferson, KY	1	1	2,000	206.4	9.90	100
3	Sandusky, OH	1	1	2,000	206.4	9.90	100
5	Hancock, OH	1	1	1,600	165.1	7.92	100
6	Richland, OH	1	1	1,525	157.4	7.55	100
7	Berrien, MI	1	1	1,500	154.8	7.43	100
8	Williamson, IL	1	1	1,200	123.9	5.94	100
	U.S. Total	24	15	20,194	2,084.0	100.00	98
3634 Electric housewares & fans							
1	Washington, WI	2	2	2,850	188.7	5.88	100
2	Fairfield, CT	5	4	1,656	109.6	3.41	98
3	Lehigh, PA	1	1	1,400	92.6	2.88	100
4	Allegheny, PA	2	1	1,388	92.0	2.86	98
5	Surry, NC	2	2	1,275	84.4	2.63	100
6	Monroe, NY	2	2	1,100	72.8	2.27	100
7	New Haven, CT	1	1	1,040	68.8	2.14	100
8	Los Angeles, CA	5	2	1,015	67.2	2.09	86
9	Beaufort, NC	1	1	1,000	66.2	2.06	100
9	Hamilton, OH	1	1	1,000	66.2	2.06	100
	U.S. Total	110	120	48,499	3,211.3	100.00	93
3635 Household vacuum cleaners							
1	Stark, OH	1	1	3,000	203.6	27.76	100
2	McLean, IL	1	1	2,700	183.3	24.99	100
3	Anderson, SC	1	1	1,010	68.5	9.34	100
	U.S. Total	25	14	10,886	733.5	100.00	95
3636 Sewing machines							
1	Cook, IL	6	3	2,012	144.5	36.81	96
2	Anderson, SC	1	1	1,010	72.5	18.47	100
	U.S. Total	40	19	5,466	392.6	100.00	79
3639 Household appliances n.e.c.							
1	Jefferson, KY	2	2	2,345	230.6	16.81	100
2	Los Angeles, CA	9	4	1,491	146.5	10.68	89
3	Fayette, IN	1	1	1,200	118.0	8.60	100
3	Cook, IL	1	1	1,200	118.0	8.60	100
	U.S. Total	58	27	13,960	1,372.2	100.00	93
3641 Electric lamps							
1	Essex, MA	3	3	2,235	148.1	6.88	100
2	Shelby, TN	1	1	2,000	132.5	6.16	100
3	Essex, NJ	6	4	1,990	131.9	6.13	98
4	Cuyahoga, OH	3	3	1,810	119.9	5.57	100
5	Coles, IL	1	1	1,600	106.0	4.93	100
5	Marion, WV	1	1	1,600	106.0	4.93	100
7	Trumbull, OH	2	2	1,450	96.1	4.47	100

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	1982 (Est.)						
8	Lycoming, PA	1	1	1,250	82.8	3.85	100
8	Mahoning, OH	2	2	1,250	82.8	3.85	100
10	Pickaway, OH	1	1	1,100	72.8	3.38	100
11	Clark, KY	1	1	1,004	66.5	3.09	100
	U.S. Total	**106**	**63**	**32,488**	**2,151.8**	**100.00**	**94**
	3643 Current-carrying wiring devices						
1	Fairfield, CT	10	8	5,340	233.3	8.41	99
2	Cook, IL	20	12	3,145	137.7	4.96	88
3	Stephenson, IL	1	1	2,500	109.2	3.94	100
4	Cumberland, PA	3	3	2,359	103.0	3.71	100
5	Los Angeles, CA	25	8	2,321	101.4	3.66	70
6	Kings, NY	4	2	2,275	99.4	3.58	97
7	Kent, RI	2	1	1,754	76.6	2.76	97
8	Hamilton, OH	7	3	1,148	50.2	1.81	82
9	Queens, NY	2	2	1,125	49.1	1.77	100
10	Providence, RI	7	3	1,059	46.3	1.67	77
11	Mercer, NJ	1	1	1,000	43.7	1.58	100
	U.S. Total	**377**	**180**	**63,348**	**2,774.0**	**100.00**	**86**
	3644 Non-current-carrying wiring devices						
1	Cook, IL	11	6	2,818	328.0	14.19	93
2	Los Angeles, CA	8	6	1,220	142.0	6.14	94
3	Westmoreland, PA	2	2	1,150	133.9	5.79	100
4	De Kalb, GA	2	1	1,025	119.3	5.16	98
5	Boone, MO	1	1	1,000	116.4	5.04	100
5	Allegheny, PA	4	3	1,000	116.4	5.04	92
	U.S. Total	**132**	**52**	**19,853**	**2,311.1**	**100.00**	**82**
	3645 Residential electric lighting fixtures						
1	Philadelphia, PA	13	5	2,156	122.6	10.05	82
2	Cook, IL	19	6	1,900	108.1	8.86	71
3	Los Angeles, CA	22	7	1,884	107.0	8.77	63
	U.S. Total	**227**	**67**	**21,471**	**1,220.0**	**100.00**	**68**
	3646 Commercial electric lighting fixtures						
1	Los Angeles, CA	16	7	1,511	143.0	9.20	73
2	Cook, IL	12	5	1,400	132.4	8.52	80
3	Rockdale, GA	1	1	1,100	104.1	6.70	100
	U.S. Total	**128**	**50**	**16,429**	**1,554.5**	**100.00**	**79**
	3647 Vehicular lighting equipment						
1	Madison, IN	1	1	5,000	385.1	41.36	100
	U.S. Total	**37**	**19**	**12,090**	**931.1**	**100.00**	**94**
	3648 Lighting equipment n.e.c.						
1	Cook, IL	25	10	2,877	160.5	14.67	72
2	Los Angeles, CA	15	7	1,475	82.2	7.51	74
3	Kings, NY	10	5	1,355	75.7	6.92	82
4	Henderson, NC	1	1	1,000	56.0	5.12	100
	U.S. Total	**178**	**59**	**19,607**	**1,093.9**	**100.00**	**71**
	3651 Radio & TV receiving sets						
1	Howard, IN	1	1	10,000	906.0	12.65	100
2	Cook, IL	24	13	9,326	845.0	11.80	95
3	Los Angeles, CA	31	21	7,722	699.8	9.77	94
4	Marion, IN	5	3	3,845	348.3	4.86	98
5	Monroe, IN	1	1	3,500	317.1	4.43	100
6	Norfolk, VA	1	1	3,000	271.8	3.79	100
7	Greene, MO	1	1	2,236	202.6	2.83	100
8	Greene, TN	1	1	2,040	184.8	2.58	100
9	Macon, IL	1	1	2,000	181.2	2.53	100
10	Middlesex, MA	10	6	1,845	167.1	2.33	92
11	Berrien, MI	4	4	1,500	135.9	1.90	100
12	St. Francis, AR	1	1	1,300	117.7	1.64	100
13	San Diego, CA	1	1	1,239	112.3	1.57	100
14	Florence, SC	1	1	1,150	104.2	1.45	100
15	Guadalupe, TX	1	1	1,000	90.6	1.26	100
	U.S. Total	**281**	**142**	**79,059**	**7,162.5**	**100.00**	**93**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	1982 (Est.)						
	3652 Phonograph records & pre-recorded tape						
1	Vigo, IN	1	1	3,500	303.6	16.78	100
2	Los Angeles, CA	18	8	1,953	169.6	9.37	74
3	New York, NY	18	6	1,739	150.9	8.34	73
4	Gloucester, NJ	1	1	1,500	130.2	7.19	100
5	Lee, AL	1	1	1,250	108.4	5.99	100
6	Marion, IN	2	1	1,075	93.3	5.16	93
7	Suffolk, NY	7	4	1,050	91.0	5.03	89
	U.S. Total	**135**	**39**	**20,851**	**1,809.8**	**100.00**	**81**
	3661 Telephone & telegraph apparatus						
1	Cook, IL	8	5	22,643	2,204.4	14.46	99
2	Hudson, NJ	1	1	12,000	1,168.2	7.66	100
3	Forsyth, NC	2	2	8,500	827.6	5.43	100
4	Essex, MA	5	2	8,490	826.7	5.42	98
5	Marion, IN	1	1	7,000	681.5	4.47	100
5	Douglas, NE	1	1	7,000	681.5	4.47	100
7	Baltimore city, MD	1	1	6,962	677.7	4.45	100
8	Franklin, OH	2	1	6,651	647.5	4.25	99
9	Jackson, MO	1	1	4,800	467.3	3.07	100
10	Oklahoma, OK	1	1	4,700	457.6	3.00	100
11	Caddo, LA	1	1	4,400	428.3	2.81	100
12	Du Page, IL	4	2	4,395	427.8	2.81	98
13	Madison, AL	3	1	3,105	302.3	1.98	97
14	Dallas, TX	8	4	2,854	277.9	1.82	92
15	Pulaski, AR	2	1	2,192	213.4	1.40	97
16	Maricopa, AZ	5	1	2,164	210.8	1.38	88
17	Santa Clara, CA	4	3	2,010	195.8	1.28	99
18	Kane, IL	1	1	2,000	194.7	1.28	100
18	Washington, TN	1	1	2,000	194.7	1.28	100
20	Los Angeles, CA	12	9	1,950	190.1	1.25	95
21	Monroe, NY	2	1	1,935	188.4	1.24	98
22	Dade, FL	1	1	1,800	175.2	1.15	100
22	Alcorn, MS	1	1	1,800	175.2	1.15	100
24	Wake, NC	2	1	1,500	145.9	.96	97
25	Union, NJ	2	2	1,295	126.1	.83	100
26	De Kalb, IL	1	1	1,200	116.8	.77	100
27	Henrico, VA	2	2	1,170	113.9	.75	100
28	Davidson, TN	2	2	1,115	108.5	.71	100
29	New Haven, CT	4	3	1,043	101.6	.67	98
30	Denver, CO	1	1	1,000	97.4	.64	100
	U.S. Total	**228**	**124**	**156,550**	**15,243.2**	**100.00**	**97**
	3662 Radio & TV communication equipment						
1	Los Angeles, CA	83	36	23,814	2,490.6	8.44	92
2	Orange, CA	30	11	15,724	1,643.8	5.57	94
3	Santa Clara, CA	50	23	12,371	1,293.6	4.39	88
4	Middlesex, MA	53	22	10,926	1,142.9	3.87	86
5	King, WA	12	5	7,526	786.9	2.67	97
6	Suffolk, NY	35	20	6,512	680.8	2.31	88
7	Cook, IL	38	16	6,403	669.9	2.27	87
8	San Diego, CA	31	13	6,204	649.2	2.20	87
9	Maricopa, AZ	9	3	5,920	619.1	2.10	96
10	Brevard, FL	12	11	5,029	525.7	1.78	100
11	Grant, IN	2	2	4,479	468.1	1.59	100
12	Broward, FL	9	8	4,400	460.0	1.56	100
13	Berkshire, MA	1	1	4,200	438.9	1.49	100
14	Nassau, NY	24	9	4,169	436.3	1.48	84
15	Dallas, TX	30	10	4,019	420.4	1.43	79
16	Fairfield, CT	25	7	4,003	418.7	1.42	83
17	Campbell, VA	1	1	4,000	418.0	1.42	100
18	Pinellas, FL	8	3	3,910	408.8	1.39	96
19	Allen, IN	2	2	3,650	381.5	1.29	100
20	Hillsborough, NH	3	2	3,350	350.2	1.19	98
21	Alamance, NC	1	1	3,300	344.9	1.17	100
22	Norfolk, MA	14	5	3,100	324.5	1.10	89
23	Broome, NY	2	1	3,075	321.3	1.09	98
24	Linn, IA	2	1	3,035	317.1	1.08	99
25	Baltimore, MD	8	7	2,994	313.0	1.06	99
26	Cuyahoga, OH	11	7	2,901	303.5	1.03	95
27	Milwaukee, WI	6	1	2,814	294.5	1.00	89
28	Monroe, NY	6	4	2,815	294.3	1.00	96
29	Burlington, NJ	8	3	2,666	278.9	.95	91

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(3662 Radio & TV communication equipment, continued)

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
30	Fairfax, VA	17	7	2,567	268.4	.91	87
31	Santa Barbara, CA	6	3	2,510	262.5	.89	94
32	Queens, NY	16	5	2,382	249.6	.85	79
33	Morris, NJ	6	4	2,360	246.7	.84	98
34	Montgomery, PA	10	6	2,279	238.5	.81	92
35	Bernalillo, NM	6	4	2,241	234.4	.79	96
36	Bergen, NJ	13	4	2,208	231.2	.78	85
37	Camden, NJ	11	4	2,190	229.1	.78	84
38	Guilford, NC	2	2	2,124	222.0	.75	100
39	Montgomery, MD	17	8	2,059	215.6	.73	81
40	Newport, RI	1	1	2,000	209.0	.71	100
41	Madison, AL	7	6	1,970	206.0	.70	99
42	Allegheny, PA	2	2	1,910	199.7	.68	100
43	San Mateo, CA	7	4	1,888	197.5	.67	95
44	Tarrant, TX	5	2	1,841	192.5	.65	92
45	Erie, NY	5	3	1,779	186.1	.63	93
46	Sullivan, TN	1	1	1,750	182.9	.62	100
47	Essex, NJ	13	4	1,733	181.5	.62	73
48	Okaloosa, FL	4	4	1,664	173.9	.59	100
49	Hillsborough, FL	5	2	1,650	172.6	.59	94
50	Passaic, NJ	6	4	1,600	167.3	.57	96
51	Travis, TX	8	3	1,599	167.0	.57	81
52	Kent, MI	3	1	1,590	166.3	.56	94
53	Kane, IL	4	3	1,575	164.7	.56	98
54	Marion, IN	4	3	1,499	156.7	.53	98
55	Anne Arundel, MD	3	2	1,461	152.7	.52	98
56	New Haven, CT	13	4	1,456	152.2	.52	69
57	St. Charles, MO	1	1	1,450	151.6	.51	100
58	Hartford, CT	5	2	1,339	140.1	.47	91
59	Harris, TX	10	3	1,291	135.1	.46	72
60	Monmouth, NJ	8	3	1,287	134.6	.46	81
61	Onondaga, NY	6	4	1,246	130.4	.44	93
62	Oneida, NY	2	1	1,231	128.6	.44	98
63	Johnson, KS	3	2	1,175	122.8	.42	94
64	Hamilton, OH	3	1	1,165	121.8	.41	94
65	Prince George's, MD	7	1	1,144	119.7	.41	84
66	Santa Cruz, CA	3	1	1,121	117.2	.40	89
67	Washington, PA	2	1	1,100	115.0	.39	98
68	Sarasota, FL	4	3	1,075	112.4	.38	95
69	Mercer, NJ	5	2	1,039	108.6	.37	85
70	Plymouth, MA	6	3	1,026	107.4	.36	91
71	Monroe, IN	1	1	1,000	104.5	.35	100
71	Albemarle, VA	1	1	1,000	104.5	.35	100
71	El Paso, CO	3	2	1,000	104.5	.35	93
	U.S. Total	**1,215**	**502**	**282,006**	**29,495.6**	**100.00**	**89**

3671 Receiving-type electron tubes

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Lehigh, PA	1	1	3,740	258.7	15.99	100
2	Cook, IL	1	1	3,000	207.6	12.83	100
3	Lancaster, PA	2	2	2,129	147.3	9.10	100
4	Putnam, OH	1	1	2,000	138.3	8.55	100
5	Norfolk, MA	2	1	1,520	105.1	6.50	99
6	Seneca, NY	1	1	1,500	103.7	6.41	100
7	Los Angeles, CA	2	2	1,464	101.3	6.26	100
8	Lackawanna, PA	1	1	1,400	96.8	5.98	100
9	Onondaga, NY	2	2	1,209	83.7	5.17	100
10	Daviess, KY	1	1	1,000	69.2	4.28	100
	U.S. Total	**48**	**24**	**23,397**	**1,618.1**	**100.00**	**96**

3673 Transmitting electron tubes

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Santa Clara, CA	3	3	1,889	124.9	18.17	100
2	Orange, CA	1	1	1,039	68.6	9.98	100
	U.S. Total	**46**	**28**	**10,401**	**687.4**	**100.00**	**92**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

3674 Semiconductors & related devices

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Santa Clara, CA	50	37	39,232	3,754.9	33.85	98
2	Maricopa, AZ	12	8	15,324	1,466.5	13.22	99
3	Dallas, TX	11	7	7,866	752.7	6.79	98
4	Los Angeles, CA	16	7	3,547	339.8	3.06	90
5	Middlesex, MA	25	8	3,164	302.6	2.73	75
6	Dutchess, NY	3	2	3,118	298.4	2.69	98
7	Berks, PA	1	1	2,900	277.5	2.50	100
8	Somerset, NJ	2	2	2,300	220.1	1.98	100
9	Harris, TX	1	1	2,000	191.4	1.73	100
9	Grayson, TX	1	1	2,000	191.4	1.73	100
11	Luzerne, PA	1	1	1,500	143.5	1.29	100
12	Hancock, OH	1	1	1,350	129.2	1.16	100
13	Cumberland, ME	2	2	1,289	123.5	1.11	100
14	Brevard, FL	1	1	1,229	117.6	1.06	100
15	Travis, TX	2	2	1,140	109.1	.98	100
16	Essex, MA	5	4	1,106	105.8	.95	98
17	Bristol, MA	2	2	1,100	105.2	.95	100
18	San Diego, CA	7	4	1,065	102.0	.92	90
19	Cayuga, NY	2	2	1,046	100.0	.90	100
20	Pima, AZ	1	1	1,036	99.1	.89	100
	U.S. Total	**315**	**159**	**115,898**	**11,091.9**	**100.00**	**94**

3675 Electronic capacitors

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Los Angeles, CA	8	6	1,330	86.4	6.93	94
2	Horry, SC	1	1	1,200	79.0	6.26	100
2	Greenville, SC	1	1	1,200	78.0	6.26	100
4	Pickens, SC	1	1	1,185	77.0	6.18	100
5	Berkshire, MA	1	1	1,100	71.5	5.73	100
	U.S. Total	**76**	**50**	**19,169**	**1,246.9**	**100.00**	**94**

3676 Electronic resistors

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Adams, IN	1	1	1,750	94.5	11.27	100
2	Platte, NE	1	1	1,000	54.0	6.44	100
2	Elkhart, IN	1	1	1,000	54.0	6.44	100
	U.S. Total	**62**	**33**	**15,540**	**838.6**	**100.00**	**91**

3677 Electronic coils & transformers

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Cook, IL	18	9	2,142	77.9	10.53	83
2	Los Angeles, CA	16	6	1,248	45.5	6.15	60
3	Huntington, IN	2	2	1,000	38.1	5.15	100
	U.S. Total	**194**	**79**	**20,376**	**739.7**	**100.00**	**75**

3678 Electronic connectors

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Cook, IL	6	6	4,414	436.2	18.20	100
2	Los Angeles, CA	16	9	2,979	294.2	12.28	93
3	Orange, CA	3	1	2,061	203.7	8.50	97
4	Delaware, NY	1	1	1,590	157.1	6.56	100
5	Westchester, NY	4	2	1,085	107.2	4.47	95
	U.S. Total	**121**	**56**	**24,251**	**2,396.1**	**100.00**	**89**

3691 Storage batteries

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Madison, IN	1	1	4,000	370.3	13.55	100
2	Berks, PA	3	3	1,855	171.8	6.29	100
3	Hillsborough, FL	2	2	1,540	142.6	5.22	100
4	Alachua, FL	1	1	1,500	138.9	5.08	100
5	Dallas, TX	7	6	1,314	121.6	4.45	97
	U.S. Total	**145**	**85**	**29,521**	**2,732.8**	**100.00**	**91**

3692 Dry & wet primary batteries

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Cuyahoga, OH	2	1	1,139	96.1	9.50	97
2	Bradley, TN	1	1	1,100	92.8	9.17	100
2	Dane, WI	1	1	1,100	92.8	9.17	100
	U.S. Total	**43**	**27**	**12,004**	**1,012.0**	**100.00**	**95**

3693 X-ray apparatus & tubes

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	Milwaukee, WI	3	2	3,265	371.5	13.84	97
2	Cook, IL	11	9	2,259	257.0	9.57	96

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Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3693 X-ray apparatus & tubes, continued)						
3	Middlesex, MA	9	2	1,514	172.4	6.42	82
4	King, WA	6	3	1,474	167.7	6.25	94
5	Dade, FL	1	1	1,200	136.6	5.09	100
6	Baltimore city, MD	1	1	1,100	125.1	4.66	100
7	Santa Clara, CA	6	4	1,097	124.9	4.65	89
8	Los Angeles, CA	8	4	1,052	119.5	4.45	85
	U.S. Total	**128**	**60**	**23,600**	**2,684.8**	**100.00**	**89**
	3694 Engine electrical equipment						
1	Genesee, MI	1	1	13,500	707.1	18.04	100
2	Madison, IN	1	1	11,000	576.2	14.70	100
3	Trumbull, OH	2	1	10,035	525.6	13.41	100
4	Marion, IN	2	1	3,030	158.7	4.05	99
5	Lucas, OH	2	1	2,439	127.7	3.26	98
6	Cook, IL	9	6	2,355	123.5	3.15	93
7	Queens, NY	2	2	1,400	73.4	1.87	100
8	Bay, MI	1	1	1,200	62.9	1.60	100
9	Cuyahoga, OH	3	2	1,180	61.8	1.58	93
10	Seneca, OH	1	1	1,169	61.2	1.56	100
11	Wyoming, NY	1	1	1,000	52.4	1.34	100
	U.S. Total	**208**	**91**	**74,764**	**3,919.4**	**100.00**	**94**
	3699 Electrical equipment & supplies n.e.c.						
1	Pinellas, FL	1	1	1,450	93.8	8.29	100
2	Cook, IL	13	3	1,100	71.3	6.30	55
	U.S. Total	**199**	**44**	**17,518**	**1,131.1**	**100.00**	**60**
	SIC 37 Transportation equipment						
	3711 Motor vehicles & passenger-car bodies						
1	Genesee, MI	5	5	34,000	8,871.6	11.79	100
2	Ingham, MI	4	4	21,113	5,509.0	7.32	100
3	Oakland, MI	5	4	18,937	4,941.2	6.56	100
4	Trumbull, OH	1	1	8,850	2,309.2	3.07	100
5	Hamilton, OH	3	2	8,305	2,167.0	2.88	99
6	Kenosha, WI	2	1	8,039	2,097.6	2.79	100
7	Jackson, MO	3	2	7,949	2,074.1	2.76	100
8	De Kalb, GA	2	2	7,842	2,046.2	2.72	100
9	Washtenaw, MI	2	2	7,500	1,957.0	2.60	100
10	St. Louis city, MO	2	1	7,240	1,889.2	2.51	100
11	New Castle, DE	2	2	6,660	1,737.8	2.31	100
12	Oklahoma, OK	1	1	6,000	1,565.6	2.08	100
13	Lehigh, PA	1	1	5,094	1,329.1	1.77	100
14	Westchester, NY	1	1	5,000	1,304.6	1.73	100
15	Union, NJ	1	1	4,900	1,278.5	1.70	100
16	Lucas, OH	1	1	4,600	1,200.2	1.59	100
17	Tarrant, TX	3	1	4,569	1,192.1	1.58	99
18	Cook, IL	3	3	4,525	1,180.7	1.57	100
19	Wyandotte, KS	1	1	4,500	1,174.2	1.56	100
19	Westmoreland, PA	1	1	4,500	1,174.2	1.56	100
19	Boone, IL	1	1	4,500	1,174.2	1.56	100
22	Santa Clara, CA	2	2	4,400	1,148.1	1.53	100
23	Los Angeles, CA	6	3	4,259	1,111.3	1.48	98
24	Jefferson, KY	2	2	4,070	1,062.0	1.41	100
25	Baltimore city, MD	1	1	4,000	1,043.7	1.39	100
26	Middlesex, MA	1	1	3,500	913.2	1.21	100
27	Fulton, GA	1	1	3,296	860.0	1.14	100
28	Middlesex, NJ	2	2	3,145	820.6	1.09	100
29	St. Louis, MO	1	1	2,900	756.7	1.01	100
30	Multnomah, OR	1	1	2,500	652.4	.87	100
31	Rock, WI	1	1	2,300	600.1	.80	100
32	Allegheny, PA	1	1	2,200	574.1	.76	100
32	Lorain, OH	1	1	2,200	574.1	.76	100
32	Vermilion, IL	1	1	2,200	574.1	.76	100
35	Macomb, MI	5	2	2,188	570.9	.76	96
36	Ramsey, MN	2	1	2,035	530.9	.71	98
37	Norfolk, VA	1	1	2,000	521.8	.69	100
38	Alameda, CA	3	2	1,774	462.9	.61	98
39	Cuyahoga, OH	1	1	1,630	425.3	.57	100
40	St. Joseph, IN	1	1	1,000	261.0	.35	100
40	Wayne, MI	16	14	39,152	261.0	13.57	100
	U.S. Total	**179**	**110**	**288,470**	**75,270.6**	**100.00**	**99**

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3713 Truck & bus bodies						
1	Oakland, MI	4	3	12,980	364.1	15.04	100
2	Allen, IN	3	1	6,895	193.4	7.99	99
3	Macomb, MI	8	4	5,163	145.1	5.99	96
4	Marion, IN	3	1	3,569	100.1	4.13	98
5	Jefferson, KY	1	1	3,480	97.6	4.03	100
6	Clark, OH	1	1	3,000	84.1	3.47	100
7	Wayne, MI	2	1	2,440	68.4	2.83	98
7	Lorain, OH	2	1	2,439	68.4	2.83	98
9	St. Louis, MO	2	1	2,122	59.5	2.46	99
10	Maricopa, AZ	3	1	1,557	43.8	1.81	96
11	Wayne, OH	4	4	1,500	42.3	1.75	100
12	King, WA	5	1	1,480	41.6	1.72	88
13	Los Angeles, CA	18	3	1,432	40.7	1.68	62
14	Crawford, OH	2	2	1,210	33.9	1.40	100
14	Jackson, MO	4	2	1,208	33.9	1.40	95
16	Winnebago, WI	2	2	1,150	32.3	1.33	100
	U.S. Total	**430**	**124**	**86,035**	**2,420.9**	**100.00**	**85**
	3714 Motor-vehicle parts & accessories						
1	Wayne, MI	55	23	36,984	3,484.5	9.32	96
2	Cuyahoga, OH	44	28	21,030	1,981.5	5.30	97
3	Montgomery, OH	7	4	17,994	1,695.0	4.54	99
4	Macomb, MI	28	15	17,327	1,632.4	4.37	96
5	Washtenaw, MI	11	10	16,234	1,529.0	4.09	100
6	Saginaw, MI	6	6	12,681	1,194.4	3.20	100
7	Erie, NY	8	6	11,779	1,109.3	2.97	99
8	Niagara, NY	3	1	8,125	765.2	2.05	98
9	Los Angeles, CA	66	21	7,208	681.1	1.82	75
10	Lucas, OH	8	6	6,520	614.1	1.64	99
11	Cook, IL	49	15	6,442	608.1	1.63	79
12	Allen, OH	6	3	5,560	523.7	1.40	98
13	Howard, IN	2	2	4,940	465.3	1.25	100
14	Oakland, MI	27	12	4,709	444.0	1.19	88
15	Marion, IN	11	7	4,367	411.1	1.10	95
16	Genesee, MI	5	3	4,334	408.2	1.09	98
17	St. Joseph, IN	4	2	4,145	390.2	1.04	97
18	Winnebago, IL	5	5	3,852	362.8	.97	100
19	St. Louis city, MO	10	3	3,838	361.6	.97	90
20	Delaware, IN	3	2	3,620	341.0	.91	98
21	Wood, OH	3	2	3,450	325.0	.87	99
22	Jackson, MI	12	8	3,449	324.9	.87	95
23	Milwaukee, WI	5	2	3,427	322.8	.86	97
24	Lawrence, IN	3	3	3,425	322.5	.86	100
25	Fayette, IN	3	3	3,275	308.5	.83	100
26	Onondaga, NY	3	3	3,100	291.9	.78	100
27	Richland, OH	2	1	3,030	285.4	.76	99
28	Calhoun, MI	4	3	3,023	284.8	.76	98
29	Philadelphia, PA	4	3	2,952	277.9	.74	97
30	Grant, IN	2	2	2,750	259.1	.69	100
31	Allen, IN	3	1	2,568	242.0	.65	97
32	Licking, OH	2	2	2,470	232.6	.62	100
33	Bay, MI	2	2	2,300	216.6	.58	100
34	Montgomery, PA	6	4	2,240	210.9	.56	95
35	Hennepin, MN	6	4	2,180	205.3	.55	95
36	Lenawee, MI	7	6	2,179	205.1	.55	96
37	Erie, OH	2	2	2,150	202.6	.54	100
38	Lorain, OH	4	3	1,974	186.0	.50	98
39	Berks, PA	1	1	1,950	183.6	.49	100
40	Bartholomew, IN	1	1	1,900	179.0	.48	100
41	Hamilton, OH	11	5	1,891	178.3	.48	88
42	Oklahoma, OK	6	3	1,855	174.9	.47	92
43	La Salle, IL	5	5	1,782	168.0	.45	100
44	Edwards, IL	2	2	1,760	165.8	.44	100
45	Dallas, TX	11	8	1,691	159.2	.43	93
46	Shiawassee, MI	5	4	1,400	131.8	.35	95
47	Kalamazoo, MI	3	2	1,396	131.4	.35	98
48	Franklin, OH	7	4	1,383	130.3	.35	92
49	Berrien, MI	4	3	1,359	128.0	.34	99
50	Johnson, IN	2	2	1,350	127.1	.34	100
51	New Haven, CT	5	2	1,335	125.8	.34	90
52	Hinds, MS	4	2	1,272	119.8	.32	92
53	Kent, MI	8	4	1,257	118.4	.32	82

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
54	Shelby, TN	8	3	1,251	118.0	.32	83
55	Giles, TN	1	1	1,250	117.7	.31	100
56	Tippecanoe, IN	1	1	1,200	113.1	.30	100
57	Wilson, TN	1	1	1,180	111.2	.30	100
58	De Kalb, IN	3	2	1,129	106.4	.28	97
59	Clark, KY	1	1	1,108	104.3	.28	100
60	Tarrant, TX	7	1	1,103	104.0	.28	68
61	Darke, OH	1	1	1,100	103.6	.28	100
61	Hardin, OH	1	1	1,100	103.6	.28	100
63	Lee, NC	3	3	1,089	102.5	.27	100
64	Williams, OH	6	6	1,070	101.0	.27	100
65	Ashland, OH	2	2	1,069	100.7	.27	100
66	Berkeley, WV	2	2	1,049	98.8	.26	100
67	Providence, RI	1	1	1,039	97.9	.26	100
68	Lee, IL	2	2	1,000	94.2	.25	100
69	Lake, IN	1	1	1,000	94.1	.25	100
69	Hartford, CT	1	1	1,000	94.1	.25	100
69	Loudon, TN	1	1	1,000	94.1	.25	100
	U.S. Total	**1,249**	**609**	**396,584**	**37,369.8**	**100.00**	**93**

3715 Truck trailers

1	Dauphin, PA	1	1	1,280	118.7	4.29	100
2	Chatham, GA	1	1	1,081	100.2	3.62	100
3	Los Angeles, CA	6	2	1,039	96.3	3.48	87
	U.S. Total	**220**	**77**	**29,850**	**2,766.8**	**100.00**	**81**

3721 Aircraft

1	Los Angeles, CA	11	9	52,168	6,425.6	21.84	100
2	King, WA	5	4	38,809	4,780.0	16.25	100
3	Sedgwick, KS	5	5	23,140	2,850.0	9.69	100
4	St. Louis city, MO	2	1	20,070	2,471.9	8.40	100
5	Nassau, NY	4	2	19,798	2,438.4	8.29	100
6	Tarrant, TX	4	3	14,198	1,748.8	5.94	100
7	Fairfield, CT	2	2	13,100	1,613.5	5.48	100
8	Cobb, GA	1	1	9,500	1,170.1	3.98	100
9	Snohomish, WA	3	2	7,214	888.4	3.02	99
10	Delaware, PA	1	1	3,000	369.5	1.26	100
10	Suffolk, NY	1	1	3,000	369.5	1.26	100
12	Indian River, FL	1	1	2,887	355.5	1.21	100
13	Tulsa, OK	2	1	2,825	347.9	1.18	99
14	Dallas, TX	4	3	2,245	276.5	.94	97
15	Hunt, TX	2	2	2,175	268.0	.91	100
16	Washington, MD	1	1	2,000	246.4	.84	100
17	Bexar, TX	4	2	1,763	217.1	.74	94
18	Clinton, PA	2	2	1,606	197.9	.67	100
19	Franklin, OH	1	1	1,300	160.1	.54	100
20	Polk, FL	2	1	1,270	156.5	.53	98
21	Oklahoma, OK	1	1	1,100	135.4	.46	100
22	San Diego, CA	2	1	1,059	130.5	.44	94
23	San Bernardino, CA	1	1	1,025	126.2	.43	100
24	Philadelphia, PA	1	1	1,000	123.2	.42	100
24	Jefferson, AL	1	1	1,000	123.2	.42	100
	U.S. Total	**123**	**79**	**238,849**	**29,418.6**	**100.00**	**99**

3724 Aircraft engines & engine parts

1	Hartford, CT	19	10	22,944	3,641.0	27.56	98
2	Hamilton, OH	1	1	13,000	2,063.0	15.62	100
3	Maricopa, AZ	2	1	6,090	966.5	7.32	99
4	Palm Beach, FL	2	1	4,569	725.0	5.49	99
5	Fairfield, CT	3	2	4,052	643.0	4.87	99
6	Marion, IN	2	1	2,730	433.3	3.28	99
7	Muskegon, MI	1	1	1,700	269.8	2.04	100
8	Rutland, VT	2	1	1,560	247.5	1.87	96
9	Middlesex, MA	1	1	1,514	240.3	1.82	100
10	Lycoming, PA	1	1	1,500	238.0	1.80	100
11	Los Angeles, CA	9	5	1,465	232.6	1.76	89
12	San Diego, CA	3	2	1,165	184.9	1.40	98
13	Cuyahoga, OH	3	1	1,146	181.8	1.38	91
14	Bernalillo, NM	1	1	1,000	158.7	1.20	100
14	Santa Clara, CA	1	1	1,000	158.7	1.20	100
	U.S. Total	**163**	**73**	**83,252**	**13,211.2**	**100.00**	**95**

3728 Aircraft equipment n.e.c.

1	Los Angeles, CA	129	45	20,431	1,609.1	15.87	81
2	Hartford, CT	13	7	8,376	659.8	6.51	96
3	Maricopa, AZ	18	8	8,004	630.5	6.22	95
4	San Diego, CA	11	10	7,743	609.7	6.01	99
5	King, WA	17	4	7,022	553.0	5.45	91
6	Orange, CA	19	11	6,745	531.4	5.24	96
7	Summit, OH	5	2	5,181	408.2	4.03	98
8	Niagara, NY	1	1	4,000	315.1	3.11	100
9	Suffolk, NY	17	5	2,719	214.3	2.11	74
10	Davidson, TN	1	1	2,500	196.9	1.94	100
11	Nassau, NY	16	7	2,473	194.9	1.92	86
12	Bergen, NJ	6	2	2,074	163.3	1.61	89
13	Broome, NY	2	2	2,000	157.5	1.55	100
14	Denver, CO	3	3	1,964	154.7	1.53	100
15	Tulsa, OK	6	1	1,693	133.3	1.31	91
16	Sedgwick, KS	26	4	1,573	124.1	1.22	46
17	Multnomah, OR	2	1	1,569	123.6	1.22	99
18	Cuyahoga, OH	10	3	1,543	121.7	1.20	88
19	Tarrant, TX	7	5	1,530	120.6	1.19	93
20	Erie, NY	4	4	1,269	100.0	.99	100
21	St. Joseph, IN	2	2	1,228	96.7	.95	100
22	Dallas, TX	6	5	1,198	94.6	.93	97
23	Winnebago, IL	3	1	1,119	88.1	.87	89
24	Miami, OH	3	2	1,054	83.0	.82	98
25	Hennepin, MN	2	1	1,035	81.5	.80	97
26	Middlesex, CT	3	2	1,025	80.8	.80	92
27	Macomb, MI	5	1	1,027	80.7	.80	83
	U.S. Total	**606**	**230**	**118,708**	**10,139.1**	**100.00**	**87**

3731 Ship building & repairing

1	New London, CT	4	3	18,259	1,171.9	11.89	100
2	Newport News city, VA	2	2	17,790	1,142.0	11.59	100
3	Jackson, MS	7	4	13,784	884.8	8.98	99
4	Orleans, LA	11	4	9,209	590.8	5.99	97
5	Philadelphia, PA	4	2	6,298	404.3	4.10	99
6	King, WA	9	5	5,440	349.0	3.54	96
7	Duval, FL	5	3	4,254	273.1	2.77	98
8	Norfolk, VA	13	8	3,883	249.2	2.53	94
9	Norfolk, MA	2	1	3,830	245.8	2.49	98
10	Washington, RI	2	1	3,730	239.4	2.43	99
11	Delaware, PA	1	1	3,159	202.8	2.06	100
12	Mobile, AL	7	4	2,894	185.8	1.89	95
13	Baltimore city, MD	5	4	2,726	175.0	1.78	97
14	Door, WI	2	2	2,675	171.6	1.74	100
15	Los Angeles, CA	6	5	2,539	163.0	1.65	98
16	Orange, TX	3	1	2,430	155.9	1.58	94
17	San Diego, CA	3	2	2,328	149.6	1.52	96
18	Jefferson, TX	2	2	2,250	144.4	1.47	100
18	San Francisco, CA	9	4	2,254	144.4	1.47	91
20	Allegheny, PA	4	3	2,220	142.3	1.44	99
21	Harris, TX	12	5	2,189	140.3	1.42	83
22	Galveston, TX	4	3	1,850	118.6	1.20	98
23	Jefferson, LA	11	5	1,834	117.6	1.19	78
24	Sagadahoc, ME	1	1	1,700	109.2	1.11	100
25	Kings, NY	8	4	1,694	108.8	1.10	86
26	Multnomah, OR	8	4	1,598	102.5	1.04	90
27	Terrebonne, LA	11	6	1,500	96.3	.98	82
28	Iberia, LA	5	3	1,489	95.4	.97	92
29	Hillsborough, FL	6	3	1,283	82.3	.84	86
30	Hudson, NJ	4	4	1,198	76.9	.78	100
31	Warren, MS	2	2	1,110	71.3	.72	100
32	Davidson, TN	1	1	1,110	71.2	.72	100
33	Charleston, SC	6	5	1,003	64.3	.65	95

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3731 Shipbuilding & repairing, continued)						
34	Lorain, OH	1	1	1,000	64.2	.65	100
	U.S. Total	**355**	**180**	**153,602**	**9,856.2**	**100.00**	**95**
	3732 Boat building & repairing						
1	Dade, FL	20	5	1,930	60.4	4.94	70
2	King, WA	9	2	1,444	45.5	3.72	85
3	Orange, CA	10	4	1,147	36.0	2.95	81
4	Elkhart, IN	6	3	1,140	35.8	2.93	90
5	Pinellas, FL	9	4	1,127	35.6	2.91	84
6	Bristol, MA	7	3	1,079	33.9	2.77	76
	U.S. Total	**458**	**186**	**39,054**	**1,221.9**	**100.00**	**63**
	3743 Railroad equipment						
1	Cook, IL	20	10	11,714	890.6	19.53	97
2	Erie, PA	1	1	5,580	424.3	9.30	100
3	Trumbull, OH	2	2	3,700	281.4	6.17	100
4	Allegheny, PA	3	1	2,694	204.8	4.49	97
5	St. Louis city, MO	4	2	1,873	142.3	3.12	96
6	King, WA	1	1	1,850	140.7	3.08	100
7	Cambria, PA	1	1	1,700	129.2	2.83	100
8	Columbia, PA	1	1	1,600	121.7	2.67	100
9	Delaware, PA	2	1	1,528	116.1	2.55	98
10	Mahoning, OH	1	1	1,300	98.8	2.17	100
11	Lake, IN	4	4	1,299	98.6	2.16	100
12	Multnomah, OR	1	1	1,200	91.3	2.00	100
13	Atchison, KS	1	1	1,000	76.0	1.67	100
13	Cabell, WV	1	1	1,000	76.0	1.67	100
	U.S. Total	**203**	**91**	**59,991**	**4,561.0**	**100.00**	**91**
	3751 Motorcycles, bicycles, & parts						
1	Richland, IL	1	1	2,500	104.3	13.37	100
2	Milwaukee, WI	1	1	2,300	96.1	12.30	100
3	Cook, IL	3	2	2,225	93.1	11.91	99
4	Mercer, OH	1	1	1,750	73.2	9.37	100
5	Lawrence, TN	1	1	1,700	71.0	9.09	100
6	York, PA	1	1	1,500	62.7	8.02	100
	U.S. Total	**65**	**28**	**18,684**	**781.4**	**100.00**	**92**
	3761 Guided missiles & space vehicles						
1	Los Angeles, CA	7	5	19,421	2,041.2	22.48	100
2	Santa Clara, CA	1	1	18,500	1,944.2	21.41	100
3	King, WA	2	2	17,299	1,818.1	20.03	100
4	San Diego, CA	1	1	5,500	578.0	6.37	100
5	Orange, FL	1	1	5,434	571.0	6.29	100
6	Brevard, FL	13	9	3,902	409.9	4.51	94
7	Pima, AZ	1	1	3,500	367.8	4.05	100
8	Middlesex, MA	3	3	2,699	283.7	3.12	100
9	Denver, CO	1	1	1,500	157.7	1.74	100
10	Sedgwick, KS	1	1	1,450	152.4	1.68	100
11	Hampden, MA	1	1	1,200	126.1	1.39	100
	U.S. Total	**72**	**42**	**86,389**	**9,079.1**	**100.00**	**98**
	3764 Space-propulsion units & parts						
1	Salt Lake, UT	1	1	1,750	238.5	18.65	100
2	Box Elder, UT	1	1	1,500	190.2	15.99	100
3	Sacramento, CA	1	1	1,166	225.5	12.42	100
	U.S. Total	**21**	**15**	**9,385**	**1,815.2**	**100.00**	**97**
	3769 Space-vehicle equipment n.e.c.						
1	King, WA	2	2	3,559	118.4	20.50	100
2	Orange, FL	1	1	2,500	83.2	14.40	100
3	Orleans, LA	1	1	1,800	59.9	10.37	100
4	Los Angeles, CA	8	4	1,142	38.2	6.61	86
5	Hennepin, MN	1	1	1,039	34.6	5.99	100
	U.S. Total	**66**	**27**	**17,340**	**577.6**	**100.00**	**90**
	3792 Travel trailers & campers						
1	Elkhart, IN	42	18	5,743	108.2	20.04	76
2	La Grange, IN	4	3	2,300	43.6	8.08	97
3	Orange, CA	6	3	1,405	26.6	4.93	89
4	Los Angeles, CA	13	8	1,384	26.1	4.83	85
	U.S. Total	**252**	**101**	**28,656**	**539.9**	**100.00**	**74**
	3795 Tanks & tank components						
1	Allen, OH	1	1	2,000	413.4	32.79	100
2	Macomb, MI	4	2	1,825	377.2	29.92	96
	U.S. Total	**41**	**5**	**6,099**	**1,260.6**	**100.00**	**75**
	SIC 38 Instruments						
	3811 Engineering & scientific instruments						
1	Santa Clara, CA	23	9	4,230	184.4	6.44	85
2	Middlesex, MA	24	10	3,069	133.6	4.66	81
3	Cook, IL	17	5	2,676	116.6	4.07	78
4	Norfolk, MA	11	6	2,515	109.5	3.82	91
5	Los Angeles, CA	26	6	1,848	80.3	2.80	52
6	Bergen, NJ	10	3	1,714	74.7	2.61	83
7	Harris, TX	9	4	1,699	74.2	2.59	87
8	Larimer, CO	1	1	1,500	65.4	2.28	100
9	Nassau, NY	12	4	1,339	58.2	2.03	71
10	Hennepin, MN	6	4	1,265	55.3	1.93	93
11	New Haven, CT	6	1	1,210	52.6	1.84	83
12	Philadelphia, PA	10	3	1,188	51.8	1.81	68
13	Oakland, MI	8	2	1,155	50.4	1.76	84
14	Montgomery, PA	9	3	1,147	50.2	1.75	82
15	Fairfield, CT	11	3	1,059	46.3	1.62	89
16	Du Page, IL	3	2	1,046	45.6	1.59	97
17	Morris, NJ	9	3	1,040	45.4	1.59	76
	U.S. Total	**536**	**175**	**65,701**	**2,864.2**	**100.00**	**77**
	3822 Environmental controls						
1	Hennepin, MN	3	3	6,539	263.0	15.86	100
2	Cook, IL	13	7	3,690	148.5	8.96	94
3	Los Angeles, CA	11	5	3,448	139.0	8.38	92
4	Richland, OH	2	2	2,070	83.2	5.02	100
5	Whiteside, IL	1	1	2,000	80.4	4.85	100
6	Milwaukee, WI	4	4	1,576	63.4	3.82	100
7	Middlesex, MA	8	2	1,349	54.4	3.28	81
8	Westmoreland, PA	2	2	1,338	53.8	3.25	100
9	St. Louis city, MO	3	2	1,052	42.3	2.55	93
10	Manitowoc, WI	1	1	1,000	40.3	2.43	100
	U.S. Total	**190**	**73**	**41,166**	**1,657.9**	**100.00**	**88**
	3823 Industrial process-control instruments						
1	Montgomery, PA	6	4	5,161	325.7	10.13	97
2	Bucks, PA	5	2	5,025	317.2	9.87	97
3	Norfolk, MA	2	1	4,384	276.6	8.60	98
4	Los Angeles, CA	20	8	2,489	157.2	4.89	81
5	Lake, OH	3	2	2,235	141.0	4.39	98
6	Monroe, NY	3	2	2,220	140.1	4.36	99
7	Hennepin, MN	4	2	1,945	122.8	3.82	96
8	Harris, TX	19	4	1,404	88.8	2.76	57
9	Plymouth, MA	1	1	1,400	88.4	2.75	100
10	Orange, CA	10	5	1,372	86.6	2.69	89
11	Cook, IL	8	4	1,260	79.4	2.47	84
12	Middlesex, MA	10	4	1,054	66.5	2.07	81
13	Riverside, CA	2	1	1,050	66.3	2.06	95
	U.S. Total	**331**	**96**	**50,926**	**3,215.4**	**100.00**	**80**
	3824 Fluid meters & counting devices						
1	Hartford, CT	3	1	1,155	72.0	7.59	87
	U.S. Total	**92**	**39**	**15,241**	**949.1**	**100.00**	**86**
	3829 Measuring & controlling devices n.e.c.						
1	Middlesex, MA	23	9	2,828	146.3	7.87	78
2	Cook, IL	14	8	2,264	116.9	6.29	85
3	Los Angeles, CA	21	9	2,160	111.6	6.00	75
4	Fairfield, CT	9	6	1,455	75.0	4.03	90
5	Contra Costa, CA	2	2	1,379	71.2	3.83	100
	U.S. Total	**348**	**109**	**35,938**	**1,859.0**	**100.00**	**73**

Rank	County, State	No. Of Estab. Total	Estab. Large	Total Employment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3832 Optical instruments & lenses (1982 Est.)						
1	Monroe, NY	7	3	4,507	366.0	12.43	97
2	Fairfield, CT	9	4	4,267	346.7	11.78	94
3	Middlesex, MA	19	9	2,871	232.8	7.91	87
4	Los Angeles, CA	20	5	2,506	203.1	6.90	76
5	Santa Clara, CA	14	6	1,440	116.9	3.97	70
6	Erie, NY	1	1	1,400	113.7	3.86	100
	U.S. Total	**280**	**79**	**36,284**	**2,943.9**	**100.00**	**78**
	3841 Surgical & medical instruments						
1	Fairfield, CT	10	5	2,518	151.1	5.22	93
2	Salt Lake, UT	3	2	2,509	150.5	5.20	98
3	Cook, IL	16	5	2,297	137.8	4.76	77
4	Norfolk, MA	8	3	1,852	111.1	3.84	85
5	Kosciusko, IN	1	1	1,750	105.1	3.63	100
6	Middlesex, MA	18	6	1,608	96.5	3.33	66
7	Bergen, NJ	6	2	1,604	96.2	3.32	90
8	New Haven, CT	9	5	1,541	92.5	3.19	90
9	Dade, FL	6	2	1,431	86.0	2.97	93
10	Los Angeles, CA	8	2	1,310	78.6	2.71	76
11	Cuyahoga, OH	3	1	1,090	65.4	2.26	92
12	Hennepin, MN	6	3	1,004	60.2	2.08	82
	U.S. Total	**309**	**122**	**48,281**	**2,896.7**	**100.00**	**83**
	3842 Surgical appliances & supplies						
1	Cook, IL	26	8	4,121	268.7	6.48	82
2	Delaware, PA	2	2	2,343	152.8	3.69	100
3	Los Angeles, CA	16	5	2,280	148.7	3.59	77
4	Orange, CA	10	5	2,180	142.3	3.43	89
5	Somerset, NJ	2	1	2,070	135.1	3.26	97
6	Cuyahoga, OH	8	1	2,040	133.1	3.21	83
7	Manitowoc, WI	1	1	1,800	117.4	2.83	100
8	Hennepin, MN	6	2	1,520	99.1	2.39	85
9	Providence, RI	6	2	1,291	84.2	2.03	89
10	Greenwood, SC	1	1	1,100	71.8	1.73	100
11	Bergen, NJ	6	3	1,040	67.9	1.64	87
12	Tom Green, TX	1	1	1,000	65.2	1.57	100
12	Grayson, TX	1	1	1,000	65.2	1.57	100
	U.S. Total	**442**	**149**	**63,530**	**4,144.4**	**100.00**	**80**
	3843 Dental equipment & supplies						
1	Cook, IL	17	6	1,890	153.1	11.41	80
2	Los Angeles, CA	8	3	1,851	150.0	11.17	91
3	York, PA	1	1	1,000	81.2	6.05	100
	U.S. Total	**159**	**42**	**16,563**	**1,342.3**	**100.00**	**73**
	3851 Ophthalmic goods						
1	Monroe, NY	8	7	2,981	121.0	9.37	99
2	Hennepin, MN	4	2	1,685	68.4	5.30	95
3	San Diego, CA	2	2	1,519	61.5	4.76	100
4	Worcester, MA	5	4	1,070	43.3	3.35	96
5	Berks, PA	3	2	1,035	42.0	3.25	94
	U.S. Total	**281**	**86**	**31,777**	**1,291.4**	**100.00**	**74**
	3861 Photographic equipment & supplies						
1	Monroe, NY	12	9	30,672	6,228.4	35.72	99
2	Cook, IL	47	15	5,632	1,143.4	6.56	77
3	Middlesex, MA	10	3	5,329	1,082.3	6.21	94
4	Boulder, CO	1	1	4,500	913.8	5.24	100
5	Los Angeles, CA	30	8	2,246	456.2	2.62	56
6	Santa Clara, CA	12	6	1,974	400.8	2.30	83
7	Nassau, NY	9	3	1,824	370.0	2.12	88
8	Broome, NY	2	2	1,792	363.9	2.09	100
9	Hennepin, MN	4	1	1,677	340.6	1.95	89
10	Fairfield, CT	8	3	1,210	245.7	1.41	88
11	Bergen, NJ	10	3	1,151	233.8	1.34	75
12	Queens, NY	7	2	1,107	224.8	1.29	72
13	Orange, CA	11	5	1,067	216.6	1.24	85
14	Durham, NC	1	1	1,039	210.9	1.21	100
15	Weld, CO	1	1	1,000	203.1	1.16	100
	U.S. Total	**397**	**124**	**85,875**	**17,436.4**	**100.00**	**86**
	3873 Watches, clocks, & watchcases						
1	New Haven, CT	1	1	3,900	188.9	12.95	100
2	Worcester, MA	1	1	3,000	145.4	9.97	100
3	Pulaski, AR	2	2	2,750	133.2	9.13	100
4	Queens, NY	6	4	2,590	125.6	8.61	97
5	Middlesex, MA	4	4	1,800	87.1	5.97	100
6	Cook, IL	11	4	1,105	53.7	3.68	72
7	Lubbock, TX	1	1	1,000	48.5	3.33	100
	U.S. Total	**115**	**57**	**30,095**	**1,458.6**	**100.00**	**92**
	SIC 39 Miscellaneous manufacturing						
	3911 Precious-metal jewelry						
1	Providence, RI	148	28	9,839	757.9	26.82	55
2	New York, NY	114	12	7,032	545.2	19.29	35
3	Bristol, MA	27	11	4,286	329.4	11.66	84
4	Delaware, PA	1	1	2,099	161.1	5.70	100
5	Essex, NJ	20	7	1,695	130.9	4.63	66
	U.S. Total	**484**	**91**	**36,629**	**2,826.1**	**100.00**	**56**
	3914 Silverware & plated & stainless ware						
1	Oneida, NY	2	2	2,200	113.7	19.25	100
2	Bristol, MA	8	7	2,065	106.8	18.08	98
3	New Haven, CT	6	3	1,710	88.1	14.92	94
4	Providence, RI	11	1	1,333	68.7	11.63	75
	U.S. Total	**83**	**27**	**11,452**	**590.6**	**100.00**	**84**
	3915 Jewelers' materials & lapidary work						
1	Providence, RI	55	9	4,606	571.4	54.02	62
2	New York, NY	18	2	1,076	133.4	12.61	37
	U.S. Total	**117**	**16**	**8,524**	**1,057.7**	**100.00**	**52**
	3931 Musical instruments & parts						
1	Cook, IL	17	5	3,028	134.0	11.33	84
2	Elkhart, IN	9	3	1,818	80.5	6.81	85
3	Orange, CA	3	2	1,090	48.3	4.09	96
4	Shelby, TN	2	2	1,080	47.8	4.04	100
5	Queens, NY	5	4	1,068	47.4	4.01	97
6	Will, IL	1	1	1,018	45.1	3.81	100
7	Leflore, MS	1	1	1,000	44.3	3.75	100
	U.S. Total	**169**	**69**	**26,740**	**1,182.3**	**100.00**	**85**
	3942 Dolls & stuffed toy animals						
1	Kings, NY	21	4	1,485	65.5	19.04	54
	U.S. Total	**87**	**25**	**7,759**	**344.0**	**100.00**	**63**
	3944 Games, toys, & children's vehicles						
1	Los Angeles, CA	15	8	5,843	403.2	10.91	95
2	Cook, IL	18	11	3,003	207.4	5.61	91
3	Erie, NY	2	2	2,700	186.3	5.04	100
4	Essex, NJ	5	2	2,686	185.2	5.01	97
5	Middlesex, NJ	9	6	2,463	169.9	4.60	94
6	Hennepin, MN	4	3	2,230	154.0	4.17	99
7	Fulton, NY	2	2	1,885	130.1	3.52	100
8	Hampden, MA	2	1	1,875	129.4	3.50	96
9	Kings, NY	11	5	1,445	99.8	2.70	83
10	Providence, RI	4	1	1,326	91.4	2.47	87
11	Essex, MA	4	2	1,251	86.4	2.34	90

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Total	Estab. Large	Total Employ-ment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(3944 Games, toys & children's vehicles, continued)						
12	Bergen, NJ	6	4	1,187	82.0	2.22	96
13	Worcester, MA	7	3	1,016	70.1	1.90	84
14	Orleans, NY	1	1	1,000	69.0	1.87	100
	U.S. Total	**270**	**126**	**53,552**	**3,695.9**	**100.00**	**88**
	3949 Sporting & athletic goods n.e.c.						
1	Orange, CA	9	4	2,303	116.3	3.85	91
2	Los Angeles, CA	24	7	2,149	108.4	3.58	66
3	Hampden, MA	2	1	2,030	102.7	3.40	99
4	Sedgwick, KS	3	1	1,840	93.1	3.08	98
5	Cook, IL	19	7	1,475	74.8	2.47	74
6	Morgan, NJ	5	1	1,272	64.3	2.13	86
7	Bristol, MA	1	1	1,200	60.7	2.01	100
8	Muskegon, MI	1	1	1,100	55.6	1.84	100
9	Coffee, TN	3	2	1,015	51.4	1.70	91
	U.S. Total	**553**	**165**	**59,818**	**3,024.7**	**100.00**	**73**
	3951 Pens & mechanical pencils						
1	Los Angeles, CA	5	3	1,802	118.5	12.03	97
2	Rock, WI	1	1	1,769	116.4	11.81	100
3	New Haven, CT	1	1	1,500	98.7	10.02	100
4	Providence, RI	2	1	1,150	75.7	7.68	96
5	Lee, IA	1	1	1,000	65.8	6.68	100
	U.S. Total	**92**	**26**	**14,984**	**985.3**	**100.00**	**83**
	3952 Lead pencils & art goods						
1	Marshall, TN	3	3	1,025	42.6	12.22	100
	U.S. Total	**72**	**27**	**8,022**	**348.5**	**100.00**	**78**
	3953 Marking devices						
1	Cook, IL	16	3	1,079	33.4	11.96	52
	U.S. Total	**171**	**15**	**9,068**	**279.1**	**100.00**	**60**
	3961 Costume jewelry						
1	Providence, RI	132	37	13,848	522.6	53.55	71
2	New York, NY	50	9	2,970	111.4	11.41	40
3	Bristol, MA	8	2	1,466	55.6	5.70	85
	U.S. Total	**296**	**71**	**25,876**	**976.0**	**100.00**	**64**
	3963 Buttons						
1	New York, NY	24	4	1,210	33.0	33.13	44
	U.S. Total	**62**	**12**	**3,677**	**99.6**	**100.00**	**47**
	3964 Needles, pins, & fasteners						
1	Crawford, PA	1	1	1,659	66.6	9.14	100
2	Providence, RI	8	5	1,354	54.4	7.46	90
3	New Haven, CT	11	4	1,253	50.1	6.87	76
4	Meriwether, GA	1	1	1,200	48.2	6.61	100
5	New York, NY	20	4	1,066	42.6	5.85	41
6	Litchfield, CT	4	2	1,046	42.0	5.76	96
	U.S. Total	**135**	**51**	**16,167**	**728.8**	**100.00**	**79**
	3991 Brooms & brushes						
1	Hampshire, MA	3	3	1,473	70.3	9.35	100
	U.S. Total	**199**	**51**	**17,976**	**751.7**	**100.00**	**64**
	3993 Signs & advertising displays						
1	Cook, IL	81	17	5,887	279.4	11.52	57
2	Los Angeles, CA	37	6	2,660	126.9	5.23	53
3	New York, NY	27	2	1,391	65.9	2.72	27
4	Milwaukee, WI	13	5	1,176	55.9	2.31	73
5	Queens, NY	18	4	1,128	53.6	2.21	46
6	Essex, NJ	8	3	1,020	48.8	2.01	76
	U.S. Total	**914**	**195**	**51,079**	**2,424.2**	**100.00**	**88**

Rank	County, State	No. Of Total	Estab. Large	Total Employ-ment	Total Shipments ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	3995 Burial caskets						
1	Ripley, IN	1	1	1,000	56.6	8.58	100
	U.S. Total	**166**	**26**	**11,680**	**659.5**	**100.00**	**81**
	3996 Hard-surface floor coverings n.e.c.						
1	Lancaster, PA	2	1	4,526	348.4	55.72	99
2	Mercer, NJ	2	2	1,090	83.8	13.40	100
	U.S. Total	**15**	**8**	**8,134**	**625.3**	**100.00**	**96**
	3999 Manufactures n.e.c.						
1	Cook, IL	52	12	9,324	498.9	14.73	83
2	Hudson, NJ	9	2	2,483	133.1	3.93	89
3	Los Angeles, CA	48	3	2,385	126.7	3.74	21
4	New York, NY	49	1	2,135	113.5	3.35	5
5	Queens, NY	13	6	1,398	74.8	2.21	74
6	Kings, NY	19	6	1,365	73.1	2.16	56
7	Bergen, NJ	11	3	1,309	70.3	2.08	68
8	Essex, NJ	9	1	1,228	65.8	1.94	65
	U.S. Total	**768**	**152**	**63,354**	**3,386.4**	**100.00**	**60**

Rank	County, State	No. Of Total	Estab. Large	Total Employ-ment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	TRANSPORTATION AND PUBLIC UTILITIES						
	SIC 40 railroads						
	4011 Line-haul-operating railroads						
1	Cook, IL	22	10	55,526	2,644.7	17.90	99
2	Ramsey, MN	5	2	30,129	1,435.0	9.71	100
3	Philadelphia, PA	12	8	22,931	1,092.1	7.39	100
4	Cuyahoga, OH	3	2	18,877	898.9	6.08	100
5	St. Louis city, MO	13	5	17,147	817.0	5.53	98
6	Duval, FL	4	1	15,498	738.0	4.99	99
7	Douglas, NE	2	2	13,402	638.2	4.32	100
8	Jefferson, KY	2	2	12,178	580.0	3.93	100
9	Henrico, VA	5	3	11,710	557.6	3.77	100
10	Los Angeles, CA	2	1	9,661	460.1	3.11	100
11	Roanoke, VA	1	1	8,850	421.5	2.85	100
12	Norfolk, VA	3	2	6,144	292.6	1.98	99
13	New York, NY	11	10	6,071	289.1	1.96	99
14	Hennepin, MN	6	3	5,476	260.8	1.76	97
15	Wayne, MI	9	7	5,371	255.6	1.73	98
16	Denver, CO	3	3	3,968	188.8	1.28	100
17	District of Columbia	3	3	3,750	178.7	1.21	100
18	Allegheny, PA	13	6	3,497	166.8	1.13	94
19	Suffolk, MA	2	2	3,478	165.6	1.12	100
20	Jackson, MO	4	3	3,141	149.4	1.01	99
21	Montgomery, PA	8	1	3,028	144.3	.98	90
22	St. Clair, IL	4	2	2,622	124.9	.85	97
23	Queens, NY	2	2	2,600	123.9	.84	100
24	Will, IL	1	1	2,513	119.7	.81	100
25	Hamilton, OH	3	3	2,272	108.3	.73	98
26	Chatham, GA	2	1	1,838	87.6	.59	98
27	Baltimore city, MD	2	2	1,823	86.7	.59	100
28	St. Louis, MN	1	1	1,674	79.7	.54	100
29	St. Johns, FL	1	1	1,072	51.0	.35	100
30	Jefferson, AL	1	1	1,039	49.5	.33	100
31	Tarrant, TX	2	2	1,036	49.4	.33	100
	U.S. Total	**399**	**171**	**318,178**	**14,776.9**	**100.00**	**97**
	SIC 45 Transportation by air						
	4511 Certificated air transportation						
1	New York, NY	9	6	91,860	7,497.7	34.25	100
2	Dade, FL	8	5	40,879	3,336.6	15.24	100
3	Los Angeles, CA	11	9	23,440	1,913.1	8.74	100
4	Cook, IL	20	10	19,594	1,599.2	7.30	96

Rank	County, State	No. Of Total	Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
5	Fulton, GA	6	2	11,103	906.2	4.14	99
6	Ramsey, MN	1	1	10,000	816.2	3.73	100
7	San Francisco, CA	23	4	4,837	395.1	1.80	82
8	Alameda, CA	3	2	4,611	376.4	1.72	99
9	Tulsa, OK	2	1	4,569	372.9	1.70	99
10	Queens, NY	9	5	3,405	278.0	1.27	93
11	Hennepin, MN	3	1	3,400	277.5	1.27	98
12	San Diego, CA	2	1	2,970	242.4	1.11	99
13	Forsyth, NC	1	1	2,922	238.5	1.09	100
14	Denver, CO	5	2	2,447	199.7	.91	96
15	Harris, TX	2	1	2,157	176.1	.80	98
16	Shelby, TN	2	2	2,154	175.8	.80	100
17	St. Louis city, MO	3	1	2,148	175.3	.80	97
18	Honolulu, HI	2	2	2,000	163.2	.75	100
19	Suffolk, MA	11	2	1,823	148.8	.68	83
20	King, WA	4	3	1,600	130.6	.60	98
21	Marion, IN	4	1	1,506	123.0	.56	93
22	Orange, CA	2	2	1,500	122.4	.56	100
23	Richland, SC	2	1	1,434	117.1	.53	97
24	Hamilton, OH	2	1	1,4[illegible]	116.6	.53	98
25	Pulaski, AR	2	1	1,421	116.0	.53	98
26	Vanderburgh, IN	1	1	1,408	114.9	.52	100
27	Penobscot, ME	1	1	1,394	113.8	.52	100
27	Orleans, LA	1	1	1,394	113.8	.52	100
27	Davidson, TN	1	1	1,394	113.8	.52	100
27	Montgomery, PA	1	1	1,394	113.8	.52	100
27	Knox, TN	1	1	1,394	113.8	.52	100
27	Fulton, OH	1	1	1,394	113.8	.52	100
33	Anson, NC	1	1	1,339	109.3	.50	100
34	Yamhill, OR	1	1	1,000	81.6	.37	100
	U.S. Total	263	101	268,222	21,893.0	100.00	97

SIC 48 Communication

4811 Telephone communication

1	Cook, IL	8	4	29,678	1,860.9	7.00	100
2	New York, NY	9	5	27,886	1,748.6	6.57	100
3	Los Angeles, CA	12	1	26,275	1,647.8	6.20	99
4	San Francisco, CA	4	2	24,730	1,550.6	5.83	100
5	Essex, NJ	2	2	20,160	1,264.0	4.75	100
6	Jefferson, AL	2	1	13,232	829.7	3.12	100
7	Suffolk, MA	3	1	11,096	695.8	2.62	99
8	Hillsborough, FL	1	1	10,500	658.4	2.48	100
9	New Haven, CT	2	1	10,039	629.4	2.37	100
10	Tom Green, TX	2	1	10,020	628.3	2.36	100
11	Philadelphia, PA	1	1	9,546	598.5	2.25	100
12	Snohomish, WA	3	1	8,390	526.2	1.98	100
13	Fairfield, CT	16	14	8,295	520.1	1.96	99
14	Wayne, MI	1	1	8,036	503.9	1.89	100
15	Douglas, NE	2	1	7,690	482.3	1.81	100
16	Milwaukee, WI	2	2	7,375	462.4	1.74	100
17	Cuyahoga, OH	1	1	6,809	426.9	1.61	100
18	Johnson, KS	3	3	6,097	382.2	1.44	100
19	King, WA	6	2	5,948	373.2	1.40	99
20	Durham, NC	2	1	5,620	352.4	1.33	100
21	Marion, OH	1	1	5,500	344.9	1.30	100
22	Marion, IN	1	1	5,039	315.9	1.19	100
23	Baltimore city, MD	2	1	4,841	303.6	1.14	100
24	Edgecombe, NC	2	1	4,523	283.7	1.07	99
25	Muskegon, MI	2	1	4,020	252.1	.95	99
25	McLean, IL	2	1	4,020	252.1	.95	99
27	Honolulu, HI	1	1	4,000	250.8	.94	100
28	Glynn, GA	1	1	3,899	244.4	.92	100
29	Hamilton, OH	2	1	3,872	242.9	.91	99
30	Richland, OH	1	1	3,600	225.7	.85	100
31	Henrico, VA	1	1	3,511	220.1	.83	100
32	Erie, PA	2	1	3,431	215.1	.81	99
33	Fayette, KY	2	1	2,920	183.1	.69	99
34	Allen, IN	2	1	2,773	174.0	.65	99
35	St. Louis city, MO	3	2	2,420	151.7	.57	96
36	Monroe, NY	2	1	2,251	141.1	.53	98
37	Seminole, FL	2	2	2,200	138.1	.52	100
38	Orange, FL	2	1	2,120	133.0	.50	98
39	Dane, WI	4	1	2,071	129.9	.49	97
40	Bergen, NJ	1	1	2,067	129.6	.49	100
41	Lake, IN	2	2	1,925	120.7	.45	100
42	Maricopa, AZ	3	2	1,869	117.2	.44	99
43	Sullivan, TN	1	1	1,800	112.9	.42	100
44	Poweshiek, IA	4	1	1,762	110.7	.42	96
45	District of Columbia	3	2	1,704	106.7	.40	96
46	Cumberland, PA	1	1	1,620	101.6	.38	100
47	Twin Falls, ID	2	1	1,516	95.1	.36	98
48	Yellowstone, MT	2	1	1,501	94.2	.35	99
49	Bernalillo, NM	2	1	1,500	94.1	.35	99
50	Teton, WY	1	1	1,480	92.8	.35	100
50	Carbon, MT	1	1	1,480	92.8	.35	100
50	Park, WY	1	1	1,480	92.8	.35	100
50	Lewis and Clark, MT	1	1	1,480	92.8	.35	100
50	Otero, NM	1	1	1,480	92.8	.35	100
50	Gila, AZ	1	1	1,480	92.8	.35	100
50	Quay, NM	1	1	1,480	92.8	.35	100
50	Dona Ana, NM	1	1	1,480	92.8	.35	100
50	Richland, MT	1	1	1,480	92.8	.35	100
50	Ada, ID	1	1	1,480	92.8	.35	100
50	Chaves, NM	1	1	1,480	92.8	.35	100
50	Boulder, CO	1	1	1,480	92.8	.35	100
62	Kosciusko, IN	1	1	1,360	85.3	.32	100
63	Cole, MO	4	2	1,299	81.4	.31	92
64	San Bernardino, CA	3	1	1,283	80.5	.30	96
65	Luzerne, PA	2	2	1,238	77.6	.29	100
66	Kanawha, WV	1	1	1,204	75.5	.28	100
	U.S. Total	1,313	197	473,399	26,596.0	100.00	90

SIC 49 Electric, gas, & sanitary services

4911 Electric services

1	De Kalb, GA	3	2	18,483	3,176.0	5.50	100
2	Dallas, TX	17	11	14,199	2,439.5	4.23	98
3	Cook, IL	3	2	11,230	1,929.7	3.34	100
4	Wayne, MI	2	1	10,627	1,826.1	3.16	100
5	Los Angeles, CA	13	4	10,390	1,785.2	3.09	93
6	Harris, TX	1	1	7,847	1,348.4	2.34	100
7	Knox, TN	2	2	7,661	1,316.4	2.28	100
8	Jefferson, AL	4	3	7,187	1,234.8	2.14	99
9	Mecklenburg, NC	1	1	6,749	1,159.7	2.01	100
10	Dade, FL	3	3	5,626	966.7	1.67	100
11	Cuyahoga, OH	4	2	5,226	898.1	1.56	98
12	District of Columbia	2	1	5,219	896.7	1.55	98
13	Worcester, MA	6	4	4,540	780.2	1.35	99
14	Roanoke, VA	1	1	4,300	738.8	1.28	100
15	Morris, NJ	7	6	4,107	705.9	1.22	98
16	Stark, OH	3	1	3,951	678.9	1.18	99
17	Orleans, LA	4	4	3,929	675.2	1.17	100
18	Multnomah, OR	6	5	3,815	655.5	1.14	98
19	Tarrant, TX	5	3	3,702	636.1	1.10	97
20	Milwaukee, WI	1	1	3,670	630.6	1.09	100
21	Hamilton, TN	4	2	3,550	609.9	1.06	98
22	New York, NY	2	2	3,221	553.5	.96	100
23	Summit, OH	1	1	3,120	536.1	.93	100
24	Maricopa, AZ	2	1	3,043	522.9	.91	99
25	Honolulu, HI	2	2	2,878	494.5	.86	100
26	Franklin, OH	4	3	2,832	486.5	.84	99
27	Hillsborough, FL	3	2	2,732	469.3	.81	98
28	Lehigh, PA	2	2	2,699	463.7	.80	100
29	Jackson, MO	1	1	2,500	429.6	.74	100
29	Salt Lake, UT	1	1	2,500	429.6	.74	100
31	Pulaski, AR	2	1	2,480	426.2	.74	98
32	Oklahoma, OK	1	1	2,450	421.0	.73	100
33	Suffolk, MA	2	2	2,330	400.3	.69	100

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	No. Of Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(4911 Electric services, continued)						
34	Jefferson, TX	3	3	2,279	391.5	.68	100
35	Cambria, PA	2	1	2,238	384.5	.67	97
36	Pinellas, FL	1	1	2,210	379.7	.66	100
37	Hampden, MA	4	2	1,965	337.7	.58	93
38	Potter, TX	1	1	1,947	334.6	.58	100
39	Hillsborough, NH	2	2	1,873	321.8	.56	100
40	Tulsa, OK	2	1	1,828	314.2	.54	98
41	King, WA	5	2	1,778	305.4	.53	92
42	Hendricks, IN	2	1	1,720	295.5	.51	99
43	Morgan, AL	2	1	1,677	288.2	.50	95
44	Atlantic, NJ	1	1	1,619	278.2	.48	100
45	Allegheny, PA	2	1	1,520	261.2	.45	99
46	Suffolk, NY	9	3	1,400	240.6	.42	91
47	Sedgwick, KS	3	1	1,397	240.1	.42	94
48	Fulton, GA	6	2	1,394	239.5	.41	78
49	Marion, IN	1	1	1,350	232.0	.40	100
50	Lawrence, PA	1	1	1,320	226.9	.39	100
51	Nueces, TX	2	1	1,320	226.7	.39	99
52	Stewart, TN	1	1	1,300	223.3	.39	100
52	Berks, PA	1	1	1,300	223.3	.39	100
54	Humphreys, TN	1	1	1,289	221.5	.38	100
55	Lucas, OH	1	1	1,280	219.9	.38	100
56	Muhlenberg, KY	1	1	1,279	219.8	.38	100
57	East Baton Rouge, LA	2	2	1,248	214.4	.37	100
57	Providence, RI	3	2	1,248	214.4	.37	98
59	New Haven, CT	8	1	1,235	212.2	.37	70
60	Douglas, NE	1	1	1,230	211.4	.37	100
61	Ada, ID	3	1	1,230	211.3	.37	97
62	Pima, AZ	2	1	1,204	206.9	.36	95
63	St. Louis, MN	3	1	1,190	204.4	.35	91
64	Clark, NV	7	1	1,171	201.2	.35	84
65	Hinds, MS	1	1	1,130	194.1	.34	100
66	Bernalillo, NM	2	1	1,084	186.3	.32	94
67	Colbert, AL	2	2	1,067	183.3	.32	100
68	Wake, NC	3	1	1,038	178.4	.31	95
69	Jackson, AL	2	1	1,028	176.7	.31	96
70	Kennebec, ME	3	1	1,008	173.2	.30	88
	U.S. Total	**1,988**	**305**	**336,085**	**57,726.5**	**100.00**	**83**
	4912 Nuclear power						
1	Brunswick, NC	2	2	4,352	814.7	6.04	100
2	Oswego, NY	2	2	3,252	608.8	4.51	100
3	Contra Costa, CA	2	2	2,728	510.8	3.79	100
4	Appling, GA	2	2	2,692	503.9	3.74	100
5	Morgan, AL	2	2	2,538	475.0	3.52	100
6	Berrien, MI	2	2	2,378	445.1	3.30	100
7	Lake, IL	2	2	2,320	434.2	3.22	100
8	New London, CT	2	2	2,277	426.2	3.16	100
9	Westchester, NY	2	2	2,144	401.3	2.98	100
10	Grundy, IL	3	3	2,058	385.2	2.86	100
11	Plymouth, MA	1	1	1,987	371.9	2.76	100
12	Benton, WA	3	2	1,963	367.6	2.73	98
13	York, PA	1	1	1,947	364.5	2.70	100
14	Wise, VA	2	2	1,946	364.0	2.70	100
15	Manitowoc, WI	4	4	1,928	361.0	2.68	100
16	Oconee, SC	3	3	1,887	353.1	2.62	100
17	Orange, CA	1	1	1,869	349.9	2.59	100
18	Rock Island, IL	2	2	1,750	327.6	2.43	100
19	Weld, CO	2	2	1,557	291.4	2.16	100
20	Dade, FL	2	2	1,540	288.4	2.14	100
21	Ocean, NJ	1	1	1,390	260.2	1.93	100
22	Darlington, SC	1	1	1,331	249.2	1.85	100
23	Limestone, AL	1	1	1,269	237.5	1.76	100
24	La Salle, IL	1	1	1,200	224.6	1.67	100
25	Nemaha, NE	1	1	1,127	210.9	1.56	100
26	Middlesex, CT	1	1	1,123	210.2	1.56	100
27	Ottawa, OH	2	2	1,078	201.8	1.50	100
28	Lincoln, ME	1	1	1,063	199.0	1.48	100
29	Houston, AL	1	1	1,039	194.5	1.44	100
29	Citrus, FL	1	1	1,039	194.5	1.44	100
29	Humboldt, CA	1	1	1,039	194.5	1.44	100
32	Wright, MN	1	1	1,000	187.2	1.39	100
	U.S. Total	**88**	**78**	**72,034**	**13,484.8**	**100.00**	**99**
	4922 Natural-gas transmission						
1	Harris, TX	74	17	10,960	3,087.1	22.32	82
2	El Paso, TX	2	1	3,460	974.7	7.05	99
3	Wayne, MI	4	3	3,244	914.0	6.61	99
4	Kanawha, WV	2	1	1,868	526.1	3.80	97
5	Cook, IL	3	3	1,707	481.0	3.48	100
6	Salt Lake, UT	3	1	1,003	282.6	2.04	91
	U.S. Total	**829**	**52**	**49,037**	**13,829.2**	**100.00**	**55**
	4923 Gas transmission & distribution						
1	Los Angeles, CA	4	4	6,567	2,040.7	17.95	100
2	New Castle, DE	1	1	3,890	1,208.9	10.63	100
3	Wayne, MI	2	1	1,825	567.2	4.99	99
4	St. Louis city, MO	1	1	1,500	466.1	4.10	100
5	San Francisco, CA	1	1	1,200	372.9	3.28	100
6	Dallas, TX	3	1	1,147	356.4	3.13	96
7	Harrison, WV	3	2	1,088	338.1	2.97	98
8	Orange, CA	14	5	1,006	312.6	2.75	58
	U.S. Total	**450**	**66**	**36,588**	**11,369.5**	**100.00**	**74**
	4924 Natural-gas distribution						
1	Franklin, OH	7	4	4,703	1,039.6	8.20	96
2	Cook, IL	10	2	3,966	876.8	6.92	88
3	Kane, IL	3	1	2,143	473.6	3.74	96
4	Allegheny, PA	7	2	2,094	462.8	3.65	90
5	Kings, NY	1	1	2,000	442.1	3.49	100
6	Jackson, MO	2	1	1,658	366.4	2.89	98
7	District of Columbia	2	1	1,639	362.2	2.86	96
8	Suffolk, MA	2	2	1,436	317.9	2.51	100
9	Jefferson, AL	3	3	1,328	293.4	2.31	100
10	St. Louis city, MO	1	1	1,283	283.6	2.24	100
11	Milwaukee, WI	6	3	1,169	258.5	2.04	84
12	Cuyahoga, OH	3	1	1,138	251.5	1.98	96
	U.S. Total	**598**	**87**	**57,403**	**12,679.6**	**100.00**	**71**
	4931 Electric & other services combined						
1	New York, NY	2	2	21,989	4,136.2	12.40	100
2	San Francisco, CA	3	2	16,982	3,194.3	9.58	100
3	Essex, NJ	3	1	9,937	1,869.1	5.60	99
4	Jackson, MI	1	1	8,000	1,504.8	4.51	100
5	Henrico, VA	1	1	7,500	1,410.8	4.23	100
6	Baltimore city, MD	1	1	7,312	1,375.4	4.12	100
7	Onondaga, NY	1	1	5,159	970.4	2.91	100
8	St. Louis city, MO	2	2	5,009	942.2	2.83	100
9	Philadelphia, PA	1	1	5,000	940.5	2.82	100
10	Nassau, NY	4	2	4,929	927.3	2.78	99
11	San Diego, CA	2	1	4,462	839.3	2.52	99
12	Hamilton, OH	2	1	4,268	802.8	2.41	98
13	Denver, CO	1	1	4,239	797.3	2.39	100
14	Macon, IL	1	1	3,259	613.0	1.84	100
15	Maricopa, AZ	1	1	3,241	609.7	1.83	100
16	Hartford, CT	3	2	3,165	595.3	1.79	99
17	Shelby, TN	1	1	2,960	556.8	1.67	100
18	Montgomery, OH	1	1	2,930	551.2	1.65	100
19	Jefferson, KY	2	1	2,738	515.0	1.54	98
20	Dane, WI	2	2	2,439	458.8	1.38	100
21	Sangamon, IL	2	2	2,329	438.1	1.31	100
22	New Castle, DE	2	1	2,291	430.9	1.29	98
23	Tompkins, NY	2	1	2,185	411.0	1.23	99
24	Brown, WI	1	1	1,954	369.5	1.11	100
25	Monroe, NY	1	1	1,850	348.0	1.04	100

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(4931 Electric & other services combined, continued)						
26	Albany, NY	1	1	1,829	344.1	1.03	100
27	Richland, SC	1	1	1,789	336.5	1.01	100
28	Peoria, IL	2	1	1,578	296.9	.89	94
29	Rockland, NY	3	1	1,537	289.0	.87	95
30	Scott, IA	2	1	1,300	244.5	.73	98
31	Hennepin, MN	1	1	1,259	236.8	.71	100
32	Spokane, WA	3	1	1,185	222.9	.67	95
33	Dutchess, NY	3	2	1,050	197.5	.59	96
	U.S. Total	**332**	**102**	**177,257**	**33,347.6**	**100.00**	**94**

WHOLESALE TRADE

SIC 50 Wholesale trade in durable goods

5051 Metals service centers & offices

1	Cook, IL	128	20	10,469	6,566.6	12.51	60
2	New York, NY	69	19	9,000	5,644.4	10.75	82
3	Los Angeles, CA	94	13	5,922	3,714.3	7.08	56
4	Harris, TX	61	10	3,564	2,235.5	4.26	44
5	Wayne, MI	39	7	2,734	1,714.4	3.27	56
6	Cuyahoga, OH	59	4	2,424	1,520.4	2.90	22
7	Allegheny, PA	19	2	1,257	788.4	1.50	56
8	Union, NJ	13	2	1,241	778.4	1.48	66
	U.S. Total	**1,708**	**144**	**83,688**	**52,485.4**	**100.00**	**40**

5063 Electrical apparatus & equipment

1	Queens, NY	8	2	4,375	1,441.5	4.99	95
2	Cook, IL	96	7	4,094	1,347.7	4.67	30
3	Los Angeles, CA	99	5	3,900	1,283.2	4.45	34
4	New York, NY	27	4	2,051	674.5	2.34	72
5	Westchester, NY	15	2	1,444	475.3	1.65	68
6	Dallas, TX	35	3	1,351	444.7	1.54	27
7	Middlesex, MA	28	1	1,305	429.3	1.49	13
8	Orange, CA	10	3	1,070	352.4	1.22	84
9	Erie, NY	9	1	1,057	348.4	1.21	76
10	Shelby, TN	17	4	1,039	342.0	1.18	63
11	Harris, TX	30	1	1,012	333.1	1.15	11
	U.S. Total	**2,344**	**118**	**87,739**	**28,864.1**	**100.00**	**29**

5065 Electronic parts & equipment

1	Los Angeles, CA	60	11	4,371	1,455.6	10.06	67
2	Cook, IL	62	1	2,141	713.1	4.93	6
3	Nassau, NY	14	7	1,800	599.7	4.15	85
4	Santa Clara, CA	31	4	1,678	558.4	3.86	37
5	Dallas, TX	32	3	1,572	523.4	3.62	44
6	Jackson, MO	7	3	1,215	404.7	2.80	92
7	Marion, IN	10	3	1,145	381.3	2.64	79
	U.S. Total	**1,016**	**87**	**43,438**	**14,463.1**	**100.00**	**38**

5081 Commercial machines & equipment

1	Los Angeles, CA	61	5	10,831	1,695.4	13.49	83
2	Cook, IL	101	11	10,611	1,661.1	13.21	67
3	New York, NY	37	8	3,183	498.2	3.96	66
4	Fulton, GA	10	1	1,780	278.7	2.22	84
5	Middlesex, MA	36	3	1,770	277.2	2.20	26
6	San Francisco, CA	29	5	1,488	233.3	1.86	44
7	Montgomery, PA	9	1	1,304	204.1	1.62	80
8	Hennepin, MN	21	3	1,158	181.6	1.44	54
9	Orange, FL	10	3	1,114	174.3	1.39	73
10	Harris, TX	25	2	1,060	166.6	1.33	30
11	Henrico, VA	14	2	1,049	164.6	1.31	65
12	Westchester, NY	11	3	1,037	162.5	1.29	81
	U.S. Total	**1,460**	**107**	**80,140**	**12,572.2**	**100.00**	**45**

5084 Industrial machinery & equipment

1	Cook, IL	194	14	7,936	2,264.1	5.94	30
2	Harris, TX	127	10	6,392	1,823.4	4.78	45
3	Los Angeles, CA	143	7	5,682	1,621.4	4.25	29
4	New York, NY	51	5	3,191	909.7	2.39	45
5	Tulsa, OK	42	3	2,416	689.1	1.81	53
6	Middlesex, MA	45	3	2,280	650.0	1.71	32
7	Cuyahoga, OH	60	1	1,951	556.8	1.46	20
8	Oklahoma, OK	39	3	1,931	551.0	1.45	50
9	Dallas, TX	60	2	1,812	517.4	1.36	18
10	Oakland, MI	50	3	1,773	506.3	1.33	20
11	Hennepin, MN	32	1	1,731	494.4	1.30	8
12	Mecklenburg, NC	45	2	1,600	456.8	1.20	15
13	Bergen, NJ	43	1	1,545	441.1	1.16	9
14	St. Louis city, MO	41	1	1,455	415.3	1.09	22
15	Baltimore, MD	4		1,445	411.6	1.08	92
16	De Kalb, GA	30		1,329	379.4	1.00	38
17	Du Page, IL	28		1,273	362.7	.95	34
18	Hamilton, OH	43	1	1,269	362.3	.95	9
19	King, WA	38	2	1,242	354.7	.93	26
20	Allegheny, PA	46		1,242	354.6	.93	0
21	Marion, IN	37	1	1,215	347.3	.91	11
22	Wayne, MI	46		1,214	347.1	.91	0
23	Multnomah, OR	39		1,079	308.3	.81	0
24	Denver, CO	37		1,052	300.4	.79	0
25	Orleans, LA	27	1	1,043	297.7	.78	19
26	San Francisco, CA	25	1	1,014	289.4	.76	25
27	Milwaukee, WI	27	1	1,013	289.0	.76	16
	U.S. Total	**4,089**	**99**	**123,489**	**38,114.5**	**100.00**	**16**

5085 Industrial supplies

1	Cook, IL	176	6	5,905	1,644.3	4.81	17
2	Los Angeles, CA	171	2	4,722	1,315.6	3.85	4
3	Harris, TX	93	1	2,991	833.7	2.44	12
4	Cuyahoga, OH	74	2	2,481	690.7	2.02	10
5	Franklin, OH	24	1	2,324	646.5	1.89	73
6	Bergen, NJ	28	1	1,870	520.3	1.52	65
7	Dallas, TX	56	1	1,794	499.9	1.46	11
8	Wayne, MI	49	1	1,696	472.2	1.38	13
9	Philadelphia, PA	39	3	1,655	460.6	1.35	37
10	St. Louis city, MO	41	2	1,568	439.0	1.34	41
11	Allegheny, PA	62		1,639	456.7	1.34	0
12	Marion, IN	41	3	1,540	428.4	1.25	28
13	Hennepin, MN	53	1	1,504	419.4	1.23	7
14	Hamilton, OH	56		1,376	383.6	1.12	0
15	Oakland, MI	39	2	1,374	382.7	1.12	21
16	Middlesex, MA	42	1	1,244	346.6	1.01	8
17	San Francisco, CA	29	1	1,216	338.5	.99	35
18	Erie, NY	49		1,209	337.0	.99	0
19	Alameda, CA	34	1	1,114	310.1	.91	18
20	Multnomah, OR	44		1,091	304.4	.89	0
21	Milwaukee, WI	35		1,066	297.1	.87	0
22	Lucas, OH	26	2	1,038	289.0	.85	45
	U.S. Total	**4,973**	**60**	**122,577**	**34,162.7**	**100.00**	**12**

FINANCE, INSURANCE, AND REAL ESTATE

SIC 60 banking

6025 National banks, federal reserve system

1	Cook, IL	96	36	35,155	5,236.2	5.17	94
2	Los Angeles, CA	18	8	23,468	3,495.4	3.45	99
2	New York, NY	33	20	89,614	3,495.4	13.19	99
2	San Francisco, CA	7	6	88,173	3,495.4	12.98	100
5	Wayne, MI	10	7	13,095	1,950.4	1.93	99
6	King, WA	8	4	12,394	1,846.0	1.82	99
7	Suffolk, MA	7	4	10,540	1,569.7	1.55	99
8	Erie, NY	7	3	9,488	1,413.2	1.40	99

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Rank	County, State	No. Of Total	Estab. Large	Total Employment	1982 ([illegible] Est.) Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
9	Maricopa, AZ	4	3	9,351	1,392.8	1.38	100
10	Allegheny, PA	5	3	9,015	1,342.6	1.33	99
11	Multnomah, OR	3	2	8,825	1,314.3	1.30	100
12	Harris, TX	38	8	8,795	1,310.5	1.29	91
13	Cuyahoga, OH	8	5	8,463	1,260.5	1.25	98
14	Dallas, TX	33	5	6,772	1,009.1	1.00	89
15	Norfolk, VA	5	3	6,584	980.5	.97	99
16	Baltimore city, MD	5	4	6,369	948.6	.94	100
17	Mecklenburg, NC	4	2	5,960	887.6	.88	99
18	Hartford, CT	7	3	5,330	793.8	.78	97
19	District of Columbia	14	7	5,121	762.7	.75	94
20	Milwaukee, WI	13	4	4,539	676.3	.67	96
21	Marion, IN	4	3	4,487	668.3	.66	100
22	Denver, CO	18	5	4,358	649.2	.64	93
23	Hennepin, MN	24	5	4,309	642.1	.63	87
24	Charleston, SC	2	2	4,000	595.7	.59	100
25	Montgomery, PA	4	3	3,909	582.2	.58	99
26	St. Louis city, MO	13	4	3,804	566.6	.56	89
27	Duval, FL	10	4	3,472	517.3	.51	94
28	Providence, RI	4	3	3,443	512.8	.51	97
29	Dade, FL	44	8	3,386	504.4	.50	59
30	Essex, NJ	9	4	3,195	475.8	.47	96
31	Monroe, NY	7	4	3,182	474.0	.47	97
32	Delaware, PA	2	2	3,149	469.0	.46	100
33	Westmoreland, PA	7	2	3,104	462.4	.46	97
34	Henrico, VA	8	5	3,048	454.1	.45	97
35	Orleans, LA	6	4	2,964	441.4	.44	96
36	Fairfax, VA	7	3	2,933	437.0	.43	94
37	Passaic, NJ	6	4	2,743	408.6	.40	96
38	Franklin, OH	3	3	2,719	404.9	.40	100
39	Shelby, TN	5	4	2,690	400.6	.40	99
40	Wake, NC	2	1	2,680	399.2	.39	99
41	Jefferson, KY	2	2	2,600	387.2	.38	100
42	Fairfield, CT	6	4	2,576	383.6	.38	98
43	De Kalb, GA	6	2	2,485	370.2	.37	96
44	Salt Lake, UT	3	3	2,468	367.6	.36	100
45	Davidson, TN	2	2	2,450	364.9	.36	100
46	Ada, ID	2	2	2,370	352.9	.35	100
47	Bergen, NJ	10	5	2,278	339.5	.34	92
48	Philadelphia, PA	2	2	2,233	332.6	.33	100
49	New Castle, DE	4	2	2,220	330.7	.33	98
50	Prince George's, MD	4	3	2,198	327.3	.32	98
51	Nassau, NY	7	6	2,143	319.3	.32	99
52	Bexar, TX	19	7	2,117	315.5	.31	88
53	Tarrant, TX	18	3	2,109	314.4	.31	80
54	Union, NJ	4	4	2,013	299.8	.30	100
55	Jackson, MO	16	3	1,968	293.4	.29	84
56	Oklahoma, OK	24	4	1,934	288.3	.28	66
57	Montgomery, OH	6	3	1,933	288.0	.28	97
58	Chatham, GA	3	2	1,849	275.4	.27	97
59	Jefferson, AL	4	2	1,832	272.9	.27	95
60	Lancaster, PA	10	2	1,777	264.9	.26	83
61	East Baton Rouge, LA	5	5	1,773	264.0	.26	100
62	Mercer, NJ	7	2	1,722	256.5	.25	87
63	Westchester, NY	6	3	1,695	252.5	.25	96
64	Hamilton, OH	3	2	1,692	252.0	.25	99
65	Hinds, MS	2	2	1,650	245.7	.24	100
66	Tulsa, OK	12	5	1,638	244.1	.24	85
67	Onondaga, NY	5	3	1,549	230.8	.23	97
68	Roanoke, VA	6	3	1,546	230.3	.23	93
69	Ingham, MI	4	1	1,499	223.3	.22	93
70	Albany, NY	4	2	1,495	222.6	.22	94
71	Allen, IN	3	3	1,440	214.4	.21	100
72	Worcester, MA	10	4	1,422	211.9	.21	92
73	Anchorage, AK	2	2	1,375	204.8	.20	100
74	Washoe, NV	2	2	1,368	203.7	.20	100
75	Middlesex, MA	13	5	1,281	190.9	.19	79
76	Polk, IA	8	4	1,277	190.3	.19	94
77	Sedgwick, KS	8	3	1,259	187.7	.19	91
78	Lake, IN	7	5	1,253	186.7	.18	94
79	Luzerne, PA	11	3	1,245	185.6	.18	81
80	Kanawha, WV	9	4	1,220	181.7	.18	86
81	Monmouth, NJ	4	3	1,203	179.1	.18	95
82	Summit, OH	2	2	1,191	177.3	.18	100
83	Palm Beach, FL	17	3	1,179	175.7	.17	61
84	Dauphin, PA	6	1	1,166	173.8	.17	90
85	Bernalillo, NM	4	2	1,146	170.7	.17	96
86	Travis, TX	6	4	1,140	170.0	.17	92
87	Essex, MA	16	2	1,098	163.0	.16	65
88	Douglas, NE	6	2	1,040	155.0	.15	90
89	Kent, MI	4	2	1,040	154.9	.15	96
90	Kings, NY	2	1	1,036	154.3	.15	97
91	Chester, PA	6	1	1,035	154.2	.15	79
92	Caddo, LA	3	3	1,027	153.0	.15	100
93	Lehigh, PA	5	2	1,008	150.2	.15	94
	U.S. Total	**4,521**	**734**	**679,081**	**101,292.2**	**100.00**	**88**

SERVICES

SIC 70 Hotels & other lodging places

7011 Hotels, motels, & tourist courts

Rank	County, State	No. Of Total	Estab. Large	Total Employment	1982 ([illegible] Est.) Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
1	New York, NY	62	37	34,879	1,203.3	7.56	96
2	Shelby, TN	25	6	24,264	837.2	5.26	97
3	Cook, IL	78	35	18,043	623.6	3.92	91
4	Clark, NV	47	22	16,145	557.2	3.50	94
5	Los Angeles, CA	93	29	15,125	522.0	3.28	84
6	Suffolk, MA	31	13	13,721	473.5	2.98	94
7	Honolulu, HI	47	16	11,404	393.5	2.47	86
8	San Diego, CA	47	11	8,871	306.5	1.93	81
9	Dallas, TX	60	15	8,548	295.5	1.86	75
10	San Francisco, CA	55	19	7,893	271.7	1.71	78
11	Atlantic, NJ	18	9	7,741	266.9	1.68	94
12	District of Columbia	24	9	7,565	261.0	1.64	89
13	Norfolk, MA	13	3	7,424	256.1	1.61	92
14	Dade, FL	68	16	7,222	250.2	1.57	68
15	Salt Lake, UT	18	5	6,680	230.5	1.45	90
16	Fulton, GA	28	8	6,658	230.2	1.45	86
17	Brevard, FL	14	2	6,550	226.2	1.42	96
18	Maricopa, AZ	49	12	6,429	221.7	1.39	77
19	Harris, TX	51	10	5,590	192.9	1.21	63
20	Orange, FL	33	9	4,864	168.2	1.06	72
21	Orleans, LA	22	8	4,859	167.7	1.05	85
22	Washoe, NV	19	4	4,649	160.3	1.01	85
23	De Kalb, GA	35	7	4,253	147.2	.93	65
24	Douglas, NV	3	3	3,740	129.1	.81	100
25	Roanoke, VA	8	1	3,617	124.8	.78	93
26	St. Louis city, MO	23	5	3,595	124.2	.78	77
27	Shawnee, KS	11	2	3,521	121.5	.76	88
28	Wayne, MI	17	5	3,397	117.2	.74	87
29	Volusia, FL	51	5	3,372	116.9	.73	55
30	Denver, CO	23	9	3,368	116.4	.73	78
31	Cuyahoga, OH	31	8	3,356	116.1	.73	68
32	Hennepin, MN	31	5	3,088	106.7	.67	62
33	Sullivan, NY	11	6	2,693	92.9	.58	94
34	Middlesex, MA	27	4	2,632	91.1	.57	61
35	Montgomery, MD	9	1	2,629	90.8	.57	87
36	Orange, CA	33	4	2,523	87.2	.55	45
37	Rockingham, NH	9	1	2,337	80.7	.51	91
38	Broward, FL	31	1	2,250	77.8	.49	37
39	Jackson, MO	19	3	2,237	77.0	.48	62
40	Horry, SC	83		2,102	73.7	.46	0
41	Pinellas, FL	37	2	2,105	73.1	.46	39
42	Barnstable, MA	31	4	2,104	72.8	.46	38
43	Bexar, TX	17	3	2,069	71.7	.45	70
43	Arlington, VA	19	4	2,070	71.7	.45	57
45	Caddo, LA	6	1	2,004	69.2	.44	92
46	Mobile, AL	10	1	1,937	66.8	.42	82
47	Davidson, TN	29	2	1,835	63.6	.40	41
48	Hamilton, OH	17	3	1,665	57.4	.36	63
48	Marion, IN	29	2	1,666	57.4	.36	27
50	Jefferson, KY	22	3	1,569	54.1	.34	47
51	King, WA	27	4	1,545	53.4	.34	45
52	Allegheny, PA	15	5	1,430	49.5	.31	74
53	Palm Beach, FL	15	2	1,410	48.9	.31	63
54	Bergen, NJ	10	1	1,326	45.9	.29	75
54	Baltimore city, MD	16	2	1,327	45.9	.29	61

Rank	County, State	No. Of Estab. Total	No. Of Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(7011 Hotels, motels, & tourist courts, continued)						
56	Mecklenburg, NC	14	3	1,328	45.7	.29	56
57	Lancaster, PA	9	1	1,310	45.3	.28	76
58	Riverside, CA	22	3	1,293	45.0	.28	44
59	Tarrant, TX	20	3	1,284	44.5	.28	48
60	Philadelphia, PA	15	3	1,284	44.4	.28	55
61	Milwaukee, WI	9	1	1,269	43.8	.28	79
62	Oklahoma, OK	24	4	1,246	43.5	.27	39
63	Essex, MA	14	2	1,243	42.9	.27	40
64	Olmsted, MN	8	3	1,176	40.5	.25	81
64	Hinds, MS	17	2	1,168	40.5	.25	42
66	Beaufort, SC	4	2	1,147	39.8	.25	89
67	Minnehaha, SD	4	1	1,140	39.4	.25	88
68	Hillsborough, FL	22		1,129	39.3	.25	0
69	Polk, FL	12	1	1,084	37.3	.23	61
70	Santa Clara, CA	16	1	1,077	37.2	.23	33
71	Bath, VA	3	2	1,070	36.9	.23	98
71	Pima, AZ	20	2	1,071	36.9	.23	35
73	Mariposa, CA	2	1	1,019	35.1	.22	97
74	Hampden, MA	11	1	1,015	35.0	.22	49
75	San Mateo, CA	15	2	1,010	34.6	.22	39
	U.S. Total	**4,814**	**593**	**459,996**	**15,906.5**	**100.00**	**67**

SIC 73 Business services

7372 Computer programming & software

1	Westchester, NY	10	4	13,863	896.5	10.47	98
2	Los Angeles, CA	55	16	11,863	766.4	8.95	89
3	Hennepin, MN	18	7	8,204	530.5	6.20	95
4	Middlesex, MA	53	11	6,973	450.3	5.26	73
5	Dallas, TX	16	5	5,900	381.3	4.45	93
6	Montgomery, OH	10	4	5,851	378.6	4.42	95
7	Santa Clara, CA	45	18	5,590	361.1	4.22	83
8	Montgomery, PA	15	6	4,197	270.9	3.16	93
9	New York, NY	32	7	3,602	232.3	2.71	73
10	Cook, IL	29	6	3,039	196.2	2.29	73
11	Fairfield, CT	13	4	3,016	194.7	2.27	90
12	Wayne, MI	5	1	2,988	193.1	2.26	94
13	Fairfax, VA	24	9	2,821	182.2	2.13	80
14	Orange, CA	22	3	2,785	179.9	2.10	73
15	Nassau, NY	16	6	2,277	147.2	1.72	77
16	Baltimore, MD	5	4	1,821	117.9	1.38	95
17	Monmouth, NJ	5	3	1,725	111.5	1.30	97
18	Cuyahoga, OH	7	4	1,543	99.9	1.17	91
19	Arlington, VA	7	5	1,465	94.7	1.11	92
20	Harris, TX	25	5	1,386	89.5	1.05	50
21	Madison, AL	6	4	1,300	83.8	.98	96
22	Brevard, FL	7	4	1,254	80.9	.95	87
23	Fulton, GA	8	3	1,206	77.9	.91	73
24	Worcester, MA	3	2	1,140	74.0	.86	98
25	St. Louis city, MO	2	1	1,128	72.9	.85	97
26	King, WA	12	4	1,117	72.3	.84	63
27	Washtenaw, MI	7	3	1,101	71.2	.83	83
28	Du Page, IL	12	3	1,101	70.9	.83	64
29	Montgomery, MD	19	2	1,015	64.9	.76	41
	U.S. Total	**923**	**243**	**132,535**	**8,559.3**	**100.00**	**80**

7374 Data-processing services

1	Los Angeles, CA	56	19	5,921	381.7	6.34	80
2	Middlesex, MA	40	17	5,305	341.8	5.68	82
3	Dallas, TX	21	6	4,961	320.4	5.32	87
4	New York, NY	53	11	4,708	302.6	5.03	60
5	Cook, IL	59	9	4,375	281.5	4.68	57
6	Passaic, NJ	3	1	4,031	260.5	4.33	99
7	Santa Clara, CA	15	8	2,399	154.7	2.57	90
8	St. Louis city, MO	10	2	2,334	150.6	2.50	92
9	Nassau, NY	12	6	2,315	149.4	2.48	91
10	Fulton, GA	25	6	2,076	133.6	2.22	71
11	Montgomery, MD	17	8	1,927	124.2	2.06	83
12	Harris, TX	27	3	1,700	108.6	1.80	57
13	Hennepin, MN	13	2	1,373	88.2	1.46	79
14	Arlington, VA	12	5	1,189	76.4	1.27	88
15	Delaware, PA	9	1	1,053	67.9	1.13	62
16	San Francisco, CA	20	4	1,039	67.4	1.12	58
17	Westchester, NY	4	2	1,036	66.9	1.11	93
19	De Kalb, GA	11	1	1,028	65.7	1.09	78
	U.S. Total	**1,318**	**313**	**94,028**	**6,020.8**	**100.00**	**64**

SIC 80 Health

8062 General medical & surgical hospitals

1	Los Angeles, CA	178	149	103,877	4,780.6	3.56	98
2	Cook, IL	80	76	89,004	4,095.5	3.05	100
3	New York, NY	35	33	63,206	2,909.1	2.17	100
4	Wayne, MI	49	47	44,254	2,036.9	1.52	100
5	Philadelphia, PA	48	45	36,383	1,674.6	1.25	99
6	Suffolk, MA	35	33	34,864	1,604.7	1.20	100
7	Harris, TX	51	45	31,191	1,434.8	1.07	99
8	Cuyahoga, OH	35	32	30,980	1,425.8	1.06	99
9	Allegheny, PA	34	31	30,781	1,416.9	1.06	99
10	Kings, NY	24	22	29,393	1,353.1	1.01	100
11	St. Louis city, MO	31	29	28,949	1,332.4	.99	100
12	Suffolk, NY	30	19	27,611	1,279.8	.95	100
13	Middlesex, MA	38	34	26,795	1,233.6	.92	99
14	District of Columbia	19	17	26,392	1,214.6	.91	100
15	Baltimore city, MD	26	26	26,282	1,209.7	.90	100
16	Dade, FL	33	31	23,485	1,080.8	.81	99
17	Nassau, NY	21	20	22,334	1,027.8	.77	100
18	Bronx, NY	14	14	20,533	964.3	.72	100
19	Hennepin, MN	13	12	19,208	884.2	.66	100
20	Dallas, TX	38	29	18,964	872.4	.65	97
21	Bexar, TX	30	17	18,513	852.2	.64	99
22	San Francisco, CA	25	21	18,460	849.3	.63	99
23	Orange, CA	40	36	18,357	844.5	.63	99
24	Milwaukee, WI	22	20	18,298	842.2	.63	99
25	Denver, CO	20	19	18,203	837.6	.62	100
26	Erie, NY	21	21	17,878	822.7	.61	100
27	San Diego, CA	31	26	17,007	782.6	.58	97
28	Marion, IN	12	11	16,852	775.5	.58	100
29	Essex, NJ	19	19	16,232	747.0	.56	100
30	Hamilton, OH	19	19	16,153	743.4	.55	100
31	Queens, NY	18	17	15,244	701.7	.52	99
32	Orleans, LA	19	18	14,732	677.7	.51	100
33	Alameda, CA	21	20	14,684	676.1	.50	99
34	Hartford, CT	14	14	14,637	673.5	.50	100
35	Franklin, OH	12	12	14,489	666.9	.50	100
36	Santa Clara, CA	13	13	13,826	636.3	.47	100
37	Maricopa, AZ	26	22	13,741	632.6	.47	98
38	New Haven, CT	13	13	13,651	628.4	.47	100
39	Jackson, MO	18	16	13,510	622.0	.46	99
40	Jefferson, AL	18	17	13,430	618.1	.46	99
41	Duval, FL	13	12	13,427	617.9	.46	100
42	Multnomah, OR	17	14	13,291	611.4	.46	99
43	Providence, RI	14	13	13,268	610.6	.46	99
44	Shelby, TN	11	10	12,100	556.7	.41	100
45	Broward, FL	21	19	11,934	548.4	.41	99
46	Westchester, NY	21	16	11,479	528.2	.39	97
47	Pinellas, FL	19	19	11,474	528.3	.39	100
48	Worcester, MA	24	20	11,277	518.9	.39	98
49	Jefferson, KY	16	14	11,147	513.1	.38	99
50	Montgomery, OH	10	9	11,126	512.1	.38	100
51	Henrico, VA	13	11	10,942	503.7	.38	99
52	Lucas, OH	10	10	10,407	479.0	.36	100
53	Oakland, MI	12	10	10,294	473.9	.35	98
54	Oklahoma, OK	16	15	10,235	471.0	.35	99
55	Norfolk, VA	11	10	10,016	461.2	.34	100
56	Essex, MA	20	16	9,805	451.5	.34	97

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
				1982 ([illegible] Est.)			
57	Fairfield, CT	14	12	9,751	448.8	.33	99
58	Monroe, NY	8	8	9,746	448.7	.33	100
59	Montgomery, PA	17	13	9,638	443.6	.33	97
60	De Kalb, GA	11	10	9,491	436.7	.33	100
61	San Bernardino, CA	19	14	9,366	431.3	.32	96
62	King, WA	22	18	9,130	420.3	.31	98
63	Richland, SC	9	8	9,114	419.5	.31	99
64	Summit, OH	10	10	8,889	409.1	.30	100
65	Tarrant, TX	21	13	8,724	401.3	.30	95
66	Ramsey, MN	11	11	8,404	387.0	.29	100
67	Honolulu, HI	12	11	8,365	385.0	.29	99
68	Tulsa, OK	10	8	8,329	383.2	.29	99
69	Douglas, NE	10	9	8,145	374.9	.28	100
70	Richmond, NY	6	6	8,062	371.0	.28	100
71	Washtenaw, MI	7	7	7,991	367.8	.27	100
72	Pulaski, AR	12	12	7,944	365.7	.27	100
73	Bristol, MA	11	11	7,901	363.6	.27	100
74	Hillsborough, FL	15	12	7,836	360.6	.27	97
75	Sacramento, CA	11	9	7,780	358.0	.27	98
76	Norfolk, MA	20	17	7,677	353.3	.26	98
77	Bergen, NJ	9	8	7,615	350.7	.26	99
78	Fulton, GA	14	9	7,582	349.0	.26	95
79	Davidson, TN	12	12	6,975	321.2	.24	100
80	Pierce, WA	13	11	6,887	317.1	.24	99
81	Orange, FL	9	9	6,738	310.2	.23	100
82	El Paso, TX	17	10	6,711	309.0	.23	95
83	Sedgwick, KS	5	5	6,690	308.0	.23	100
84	Lake, IL	8	8	6,692	307.7	.23	100
85	Hudson, NJ	10	10	6,659	306.4	.23	100
86	Bernalillo, NM	9	9	6,652	306.1	.23	100
87	Genesee, MI	7	7	6,643	305.8	.23	100
88	New Castle, DE	9	8	6,582	303.1	.23	99
89	Lake, IN	6	6	6,536	300.9	.22	100
90	Union, NJ	9	9	6,474	298.0	.22	100
91	Kent, MI	10	8	6,345	292.0	.22	98
92	Charleston, SC	9	8	6,295	289.9	.22	100
93	Albany, NY	6	6	6,279	288.9	.22	100
94	Dane, WI	6	6	6,161	283.4	.21	100
95	Chester, PA	11	10	6,067	279.2	.21	100
96	Travis, TX	9	9	6,039	277.8	.21	100
97	Richmond, GA	6	5	5,966	274.7	.20	99
98	Salt Lake, UT	9	7	5,958	274.3	.20	98
99	Middlesex, NJ	8	8	5,895	271.4	.20	100
100	Tuscaloosa, AL	5	4	5,789	266.4	.20	99
101	Fayette, KY	7	6	5,770	265.7	.20	99
102	Delaware, PA	8	8	5,748	264.5	.20	100
102	Hampden, MA	11	10	5,743	264.5	.20	98
104	Pima, AZ	10	8	5,727	263.5	.20	98
105	Camden, NJ	9	9	5,709	262.7	.20	100
106	Allen, IN	4	4	5,628	259.0	.19	100
107	Prince George's, MD	7	6	5,554	255.6	.19	99
108	Palm Beach, FL	12	12	5,554	255.5	.19	100
109	Onondaga, NY	6	5	5,535	254.9	.19	99
110	Mecklenburg, NC	7	7	5,517	253.8	.19	100
111	Caddo, LA	10	8	5,501	253.3	.19	98
112	Contra Costa, CA	13	10	5,493	252.9	.19	97
113	Olmsted, MN	4	4	5,445	250.5	.19	100
114	Rockland, NY	6	6	5,365	246.8	.18	100
115	Ventura, CA	14	10	5,346	246.1	.18	93
116	Plymouth, MA	9	9	5,273	242.8	.18	100
117	Oneida, NY	8	8	5,229	240.6	.18	100
118	Montgomery, MD	5	5	5,213	239.9	.18	100
119	Fresno, CA	14	9	5,147	236.7	.18	94
120	Roanoke, VA	7	5	5,077	233.6	.17	97
121	Polk, FL	7	5	5,069	233.4	.17	96
122	Riverside, CA	12	12	5,050	232.3	.17	100
123	Spokane, WA	12	8	5,021	230.9	.17	97
124	Peoria, IL	4	4	4,961	228.3	.17	100
125	Cumberland, ME	8	7	4,954	227.9	.17	99
126	Dauphin, PA	5	5	4,878	224.4	.17	100
127	Shawnee, KS	7	6	4,849	223.3	.17	99
128	Hinds, MS	6	5	4,756	218.8	.16	98
129	Westmoreland, PA	8	6	4,737	218.1	.16	98
130	Galveston, TX	6	6	4,734	217.9	.16	100
131	Johnson, IA	3	3	4,584	211.0	.16	100
132	San Mateo, CA	9	7	4,529	208.6	.16	97
133	Kalamazoo, MI	5	4	4,521	208.0	.16	99
134	Sangamon, IL	4	4	4,514	207.7	.15	100
135	Dutchess, NY	9	7	4,490	206.7	.15	98
136	Polk, IA	5	5	4,474	205.9	.15	100
137	Passaic, NJ	6	6	4,466	205.6	.15	100
138	Lehigh, PA	7	6	4,463	205.4	.15	98
139	East Baton Rouge, LA	8	8	4,454	205.0	.15	100
140	Mobile, AL	8	6	4,411	203.2	.15	97
141	Knox, TN	6	6	4,403	202.7	.15	100
142	Luzerne, PA	10	10	4,394	202.2	.15	100
143	Bucks, PA	10	8	4,328	198.9	.15	99
144	Kanawha, WV	8	6	4,318	198.8	.15	97
145	Morris, NJ	7	6	4,267	196.5	.15	99
146	Boone, MO	5	5	4,259	196.0	.15	100
147	Vanderburgh, IN	4	4	4,254	195.8	.15	100
148	Monmouth, NJ	4	4	4,232	194.6	.15	100
149	Hamilton, TN	8	7	4,199	193.5	.14	98
150	Kane, IL	6	6	4,169	191.7	.14	100
151	Bell, TX	5	5	4,139	190.6	.14	100
152	Nueces, TX	8	7	4,124	189.7	.14	98
153	Cabell, WV	7	6	4,028	185.4	.14	99
154	Forsyth, NC	4	3	3,993	183.9	.14	99
155	Burlington, NJ	8	8	3,992	183.8	.14	100
156	Arlington, VA	7	7	3,987	183.6	.14	100
157	Berks, PA	5	5	3,969	182.7	.14	100
158	Ingham, MI	6	5	3,926	180.8	.13	99
159	Baltimore, MD	7	6	3,917	180.3	.13	99
160	Rapides, LA	7	7	3,817	175.7	.13	100
161	Cambria, PA	6	6	3,808	175.5	.13	100
162	Du Page, IL	5	5	3,792	174.5	.13	100
163	Lackawanna, PA	11	10	3,756	172.9	.13	99
164	Wake, NC	6	4	3,741	172.3	.13	97
164	Erie, PA	7	6	3,744	172.3	.13	98
166	East Feliciana, LA	2	2	3,738	172.1	.13	100
167	Anne Arundel, MD	7	7	3,729	171.7	.13	100
168	Calhoun, MI	7	7	3,720	171.3	.13	100
169	San Joaquin, CA	9	7	3,714	171.2	.13	96
170	Sonoma, CA	10	7	3,688	169.7	.13	94
171	Jefferson, TX	7	7	3,683	169.5	.13	100
172	Madison, IL	7	7	3,670	169.0	.13	100
173	Pottawattamie, IA	2	2	3,669	168.9	.13	100
174	Greene, MO	4	4	3,665	168.6	.13	100
175	Hrmpshire, MA	6	6	3,655	168.2	.13	100
176	Stark, OH	4	4	3,651	168.0	.13	100
177	Saginaw, MI	6	6	3,643	167.7	.12	100
178	Broome, NY	4	4	3,637	167.4	.12	100
179	St. Louis, MN	8	6	3,587	165.0	.12	96
180	Lancaster, NE	7	6	3,565	164.2	.12	98
181	Marion, MS	1	1	3,541	163.0	.12	100
182	Alachua, FL	5	5	3,539	162.9	.12	100
183	Harrison, MS	5	4	3,530	162.4	.12	99
184	New London, CT	6	5	3,530	162.3	.12	98
185	La Porte, IN	5	5	3,419	157.4	.12	100
186	Kern, CA	10	7	3,329	153.3	.11	94
187	Baldwin, GA	2	2	3,326	153.1	.11	100
188	Macomb, MI	8	7	3,271	150.5	.11	97
189	Lauderdale, MS	6	6	3,248	149.5	.11	100
190	Allen, OH	5	4	3,246	149.3	.11	98
191	Pueblo, CO	3	3	3,231	148.7	.11	100
192	Mercer, NJ	6	5	3,227	148.6	.11	99
193	Buncombe, NC	7	7	3,224	148.3	.11	100
193	Orange, NY	10	8	3,225	148.3	.11	95
195	Winnebago, IL	4	4	3,175	146.1	.11	100
196	St. Clair, IL	5	5	3,128	144.0	.11	100
197	Chatham, GA	4	3	3,121	143.7	.11	98
198	Clark, NV	9	7	3,064	141.1	.11	96
199	Hillsborough, NH	6	6	3,037	139.8	.10	100
200	Mahoning, OH	3	3	3,038	139.7	.10	100
201	Lorain, OH	6	5	3,023	139.2	.10	98
202	Santa Barbara, CA	10	9	3,020	138.9	.10	93

Rank	County, State	No. Of Estab. Total	No. Of Estab. Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(8062 General medical & surgical hospitals, continued)						
203	Montgomery, AL	6	6	3,012	138.7	.10	100
204	Wichita, TX	5	4	3,000	138.0	.10	99
205	Orange, NC	1	1	2,963	136.4	.10	100
206	Guilford, NC	5	4	2,955	135.9	.10	99
207	Napa, CA	3	3	2,871	132.3	.10	100
208	McLennan, TX	4	3	2,861	131.8	.10	98
209	El Paso, CO	6	6	2,823	130.0	.10	100
210	Kennebec, ME	5	5	2,767	127.3	.09	100
211	Blair, PA	6	6	2,749	126.5	.09	100
212	Niagara, NY	5	5	2,751	126.4	.09	100
213	Adams, CO	3	3	2,723	125.4	.09	100
214	Washoe, NV	3	3	2,708	124.7	.09	100
215	Vermilion, IL	4	4	2,689	123.9	.09	100
216	Rock Island, IL	4	4	2,689	123.8	.09	100
216	Bibb, GA	5	4	2,688	123.8	.09	98
218	Racine, WI	5	4	2,681	123.5	.09	98
219	Montour, PA	2	2	2,681	123.4	.09	100
219	Brevard, FL	6	6	2,675	123.4	.09	100
221	Trumbull, OH	4	4	2,677	123.1	.09	100
221	Gadsden, FL	2	2	2,672	123.1	.09	100
223	Potter, TX	5	5	2,670	122.9	.09	100
224	St. Joseph, IN	6	6	2,616	120.4	.09	100
225	Albemarle, VA	3	3	2,596	119.5	.09	100
226	Deer Lodge, MT	2	2	2,587	119.0	.09	100
227	Schenectady, NY	4	4	2,560	117.8	.09	100
228	Solano, CA	7	6	2,544	117.0	.09	98
229	Escambia, FL	4	4	2,474	113.8	.08	100
230	Kankakee, IL	3	3	2,458	113.2	.08	100
231	Lubbock, TX	7	6	2,449	112.6	.08	98
232	Merrimack, NH	4	4	2,442	112.4	.08	100
233	Durham, NC	4	3	2,439	112.3	.08	97
234	Monterey, CA	7	5	2,413	111.1	.08	95
235	Volusia, FL	8	8	2,404	110.7	.08	100
236	Champaign, IL	6	4	2,393	110.2	.08	94
237	Cumberland, NC	2	2	2,388	109.9	.08	100
238	Waukesha, WI	7	5	2,383	109.7	.08	93
239	Stanislaus, CA	9	5	2,373	109.2	.08	91
240	Dinwiddie, VA	2	2	2,356	108.5	.08	100
241	Butler, OH	4	4	2,352	108.2	.08	100
242	Jefferson, LA	5	5	2,345	107.9	.08	100
242	Linn, IA	2	2	2,348	107.9	.08	100
242	Greenville, SC	6	4	2,341	107.9	.08	92
245	Washington, PA	4	4	2,342	107.8	.08	100
246	Wayne, NC	4	4	2,318	106.7	.08	100
246	Ocean, NJ	5	4	2,316	106.7	.08	97
248	Rock, WI	5	4	2,312	106.5	.08	99
249	Burke, NC	3	3	2,308	106.3	.08	100
249	Cass, ND	4	4	2,312	106.3	.08	100
251	Augusta, VA	4	3	2,307	106.2	.08	97
252	Sebastian, AR	1	1	2,303	106.0	.08	100
253	Wyandotte, KS	1	1	2,289	105.3	.08	100
254	Hampton city, VA	3	3	2,276	104.7	.08	100
255	York, PA	3	3	2,259	104.0	.08	100
256	Newport News city, VA	4	4	2,226	102.5	.08	100
257	Madison, AL	4	4	2,209	101.8	.08	100
258	Buchanan, MO	2	2	2,209	101.7	.08	100
259	Sarasota, FL	3	3	2,201	101.3	.08	100
260	Lear, FL	2	2	2,187	100.6	.07	100
261	Middlesex, CT	2	2	2,166	99.7	.07	100
262	Woodbury, IA	3	3	2,164	99.6	.07	100
263	Sullivan, TN	4	3	2,148	98.9	.07	98
264	Lee, IL	2	2	2,141	98.6	.07	100
265	Brown, WI	3	3	2,136	98.3	.07	100
266	Stoddard, MO	1	1	2,115	97.3	.07	100
267	Lycoming, PA	4	4	2,101	96.8	.07	100
268	Chittenden, VT	2	2	2,094	96.4	.07	100
269	Sherburne, MN	2	2	2,089	96.2	.07	100
270	Berkshire, MA	5	4	2,054	94.6	.07	95
271	Steuben, NY	5	5	2,047	94.2	.07	100
272	St. Francois, MO	4	4	2,038	93.7	.07	100
273	Winnebago, WI	3	3	2,022	93.0	.07	100
274	Black Hawk, IA	4	4	2,002	92.2	.07	100
275	Lafayette, LA	3	3	1,999	92.1	.07	100
276	Grant, IN	2	2	1,990	91.6	.07	100
277	Christian, KY	3	3	1,978	91.0	.07	100
278	Utah, UT	4	4	1,972	90.8	.07	100
279	Beaver, PA	3	3	1,960	90.2	.07	100
280	Cleveland, OK	4	3	1,949	89.8	.07	95
281	La Crosse, WI	2	2	1,949	89.7	.07	100
282	Penobscot, ME	6	3	1,943	89.3	.07	90
283	Spartanburg, SC	3	2	1,932	88.9	.07	96
284	Ada, ID	3	3	1,930	88.8	.07	100
285	Butler, PA	2	2	1,923	88.5	.07	100
286	San Luis Obispo, CA	7	5	1,906	87.8	.07	92
287	Muscogee, GA	3	2	1,903	87.7	.07	96
288	Raleigh, WV	5	5	1,897	87.3	.07	100
289	Chemung, NY	2	2	1,893	87.1	.06	100
290	Tippecanoe, IN	3	2	1,892	87.0	.06	95
291	Rensselaer, NY	3	3	1,880	86.4	.06	100
292	Atlantic, NJ	4	3	1,870	86.0	.06	96
293	Lebanon, PA	4	4	1,866	85.8	.06	100
294	Lenoir, NC	2	2	1,861	85.6	.06	100
295	Leavenworth, KS	6	4	1,845	85.0	.06	92
296	Monongalia, WV	2	2	1,838	84.7	.06	100
297	Carroll, MD	2	2	1,835	84.4	.06	100
298	Comanche, OK	4	4	1,818	83.8	.06	100
299	Jefferson, NY	4	3	1,797	82.7	.06	96
300	Clark, OH	2	2	1,781	82.0	.06	100
301	Warren, NY	2	2	1,779	81.9	.06	100
301	Grafton, NH	5	3	1,777	81.9	.06	90
303	Weber, UT	3	3	1,769	81.4	.06	100
304	Schuylkill, PA	5	5	1,758	80.8	.06	100
305	Floyd, GA	4	3	1,741	80.0	.06	95
306	Hardin, KY	2	2	1,738	79.9	.06	100
307	Sandoval, NM	1	1	1,730	79.6	.06	100
308	Snohomish, WA	5	4	1,722	79.3	.06	93
309	Wood, WI	3	3	1,720	79.1	.06	100
310	Cherokee, TX	3	3	1,699	78.3	.06	100
310	Washington, TN	3	2	1,698	78.3	.06	97
312	Mercer, PA	5	5	1,701	78.2	.06	100
312	Ouachita, LA	3	3	1,700	78.2	.06	100
314	Eau Claire, WI	3	3	1,686	77.6	.06	100
314	Berkeley, WV	3	3	1,686	77.6	.06	100
316	Howard, TX	7	5	1,664	76.6	.06	94
317	Lane, OR	6	3	1,645	75.8	.06	86
318	Grand Traverse, MI	3	3	1,642	75.5	.06	100
319	Lancaster, PA	4	4	1,639	75.4	.06	100
319	Wayne, OH	4	3	1,636	75.4	.06	95
321	Rankin, MS	2	2	1,631	75.0	.06	100
322	Kenton, KY	3	2	1,624	74.8	.06	98
323	Gallia, OH	2	2	1,622	74.6	.06	100
324	New Hanover, NC	2	2	1,617	74.4	.06	100
324	Cameron, TX	5	5	1,616	74.4	.06	100
326	Cumberland, PA	5	3	1,615	74.2	.06	92
327	Henry, IN	2	2	1,611	74.1	.06	100
327	Sussex, DE	4	4	1,610	74.1	.06	100
329	Manatee, FL	2	2	1,607	73.9	.06	100
329	Scott, IA	3	3	1,605	73.9	.06	100
331	Yakima, WA	6	3	1,598	73.4	.05	86
332	Cecil, MD	2	2	1,595	73.3	.05	100
333	Chautauqua, NY	5	3	1,574	72.5	.05	89
334	Washington, AR	4	4	1,553	71.4	.05	100
334	Clark, WA	4	3	1,553	71.4	.05	99
334	Macon, AL	3	2	1,557	71.4	.05	96
334	Clay, MO	4	3	1,549	71.4	.05	95
338	Jackson, MI	2	2	1,543	71.1	.05	100
339	Rutherford, TN	4	2	1,535	70.6	.05	96

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

Rank	County, State	No. Of Total	Estab. Large	Total Employment	1982 ([redacted] Est.) Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
340	Clinton, NY	3	3	1,533	70.5	.05	100
341	Jefferson, OH	2	2	1,515	69.9	.05	100
342	Ohio, WV	1	1	1,517	69.8	.05	100
343	Dubuque, IA	3	3	1,515	69.7	.05	100
344	Vigo, IN	3	3	1,511	69.6	.05	100
344	Kaufman, TX	3	1	1,513	69.6	.05	92
344	Marion, OR	4	1	1,512	69.6	.05	85
347	Franklin, PA	3	3	1,507	69.3	.05	100
348	Fairfax, VA	4	4	1,502	69.1	.05	100
348	Wood, WV	2	2	1,501	69.1	.05	100
350	Smith, TX	3	2	1,490	68.5	.05	97
351	York, VA	2	2	1,461	67.3	.05	100
352	Kenosha, WI	2	2	1,458	67.0	.05	100
353	Merced, CA	6	4	1,451	66.9	.05	94
354	Anchorage, AK	3	2	1,448	66.6	.05	97
355	Taylor, TX	3	3	1,447	66.4	.05	100
356	Madison, IN	3	3	1,431	65.9	.05	100
357	Jasper, MO	4	4	1,426	65.7	.05	100
357	Muskingum, OH	2	2	1,425	65.7	.05	100
359	Okaloosa, FL	5	5	1,424	65.4	.05	100
360	Bay, MI	3	3	1,417	65.2	.05	100
360	Calloway, MO	2	2	1,415	65.2	.05	100
360	Ward, ND	4	3	1,418	65.2	.05	98
363	Muskogee, OK	2	2	1,411	65.0	.05	100
364	Cumberland, NJ	4	4	1,409	64.8	.05	100
365	Outagamie, WI	4	2	1,391	64.0	.05	92
366	La Salle, IL	4	3	1,389	63.9	.05	94
367	Athens, OH	4	4	1,379	63.5	.05	100
368	McCracken, KY	2	2	1,370	63.1	.05	100
368	Warren, PA	3	2	1,373	63.1	.05	97
370	Richland, OH	4	3	1,368	63.0	.05	94
371	McLean, IL	3	3	1,367	62.9	.05	100
372	Wayne, IN	2	2	1,360	62.7	.05	100
373	Marion, IL	3	3	1,347	61.9	.05	100
374	Lee, MS	2	2	1,345	61.8	.05	100
374	Lapeer, MI	1	1	1,341	61.8	.05	100
376	Cascade, MT	3	3	1,333	61.3	.05	100
377	Anderson, SC	2	1	1,328	61.2	.05	98
378	Bowie, TX	3	2	1,326	61.1	.05	96
378	Rice, MN	4	3	1,330	61.1	.05	95
380	Wicomico, MD	2	2	1,325	61.0	.05	100
380	Monroe, WI	3	3	1,324	61.0	.05	100
382	Hernando, FL	2	2	1,311	60.4	.05	100
383	Madison, TN	2	2	1,308	60.1	.04	100
384	Otsego, NY	2	2	1,300	59.9	.04	100
385	Smyth, VA	3	2	1,286	59.1	.04	97
386	Marquette, MI	3	3	1,276	58.9	.04	100
386	Kent, DE	3	3	1,281	58.9	.04	100
388	Dougherty, GA	2	2	1,275	58.6	.04	100
389	Forrest, MS	2	2	1,265	58.2	.04	100
390	Onslow, NC	2	2	1,263	58.1	.04	100
391	Erie, OH	3	3	1,260	57.9	.04	100
392	Douglas, OR	6	3	1,255	57.8	.04	90
393	Jenkins, GA	1	1	1,252	57.6	.04	100
393	Tulare, CA	7	7	1,255	57.6	.04	100
395	Adams, IL	2	2	1,250	57.5	.04	100
396	Granville, NC	2	2	1,246	57.4	.04	100
397	Lawrence, PA	3	3	1,240	57.1	.04	100
398	Jackson, OR	3	3	1,231	56.7	.04	100
399	McPherson, KS	3	2	1,231	56.6	.04	98
400	Newport, RI	2	2	1,226	56.5	.04	100
401	Androscoggin, ME	2	2	1,225	56.4	.04	100
402	Cowley, KS	3	3	1,219	56.0	.04	100
402	Marin, CA	6	3	1,215	56.0	.04	82
404	Lee, FL	2	2	1,213	55.9	.04	100
405	Butte, CA	5	4	1,202	55.4	.04	95
406	Delaware, IN	1	1	1,201	55.3	.04	100
406	Marion, IA	3	2	1,202	55.3	.04	93
408	Hidalgo, TX	4	3	1,196	55.1	.04	94
409	Laramie, WY	4	4	1,193	55.0	.04	100
410	Santa Cruz, CA	3	3	1,192	54.9	.04	100
411	Washington, MD	2	2	1,190	54.8	.04	100
411	Kerr, TX	3	2	1,190	54.8	.04	98
413	Cole, MO	4	4	1,180	54.4	.04	100
414	Arapahoe, CO	2	2	1,180	54.3	.04	100
414	Rowan, NC	1	1	1,180	54.3	.04	100
416	Mesa, CO	6	4	1,177	54.2	.04	93
417	Ulster, NY	3	3	1,174	54.1	.04	100
418	Scioto, OH	3	3	1,172	53.9	.04	100
419	Cape May, NJ	2	2	1,157	53.3	.04	100
420	Pulaski, MO	2	2	1,156	53.2	.04	100
421	Calcasieu, LA	4	3	1,153	53.1	.04	96
421	Grand Forks, ND	4	3	1,153	53.1	.04	97
423	Kent, RI	1	1	1,152	53.0	.04	100
423	Etowah, AL	3	2	1,150	53.0	.04	93
425	Northampton, PA	2	2	1,142	52.6	.04	100
425	Tazewell, VA	4	3	1,142	52.6	.04	93
427	Butler, MO	4	4	1,140	52.4	.04	100
428	Franklin, NY	4	4	1,137	52.3	.04	100
428	Grayson, TX	3	3	1,133	52.3	.04	100
430	Barnstable, MA	3	3	1,136	52.2	.04	100
431	Berrien, MI	4	3	1,127	52.1	.04	93
432	Walla Walla, WA	4	4	1,129	52.0	.04	100
433	Litchfield, CT	5	4	1,128	51.9	.04	97
433	Florence, SC	3	2	1,130	51.9	.04	94
435	Jennings, IN	2	2	1,125	51.8	.04	100
436	Macon, IL	2	2	1,123	51.7	.04	100
436	Yellowstone, MT	3	2	1,122	51.7	.04	97
438	Dallas, IA	2	1	1,123	51.6	.04	92
439	Columbiana, OH	2	2	1,111	51.2	.04	100
440	Elkhart, IN	2	2	1,111	51.1	.04	100
441	Lake, OH	2	2	1,105	50.8	.04	100
442	Washington, VT	2	2	1,101	50.7	.04	100
442	Johnson, KS	3	2	1,103	50.7	.04	92
444	Pittsylvania, VA	1	1	1,094	50.4	.04	100
445	Prince William, VA	3	3	1,094	50.3	.04	100
446	Crow Wing, MN	3	3	1,090	50.2	.04	100
447	Bradford, PA	3	2	1,088	50.1	.04	91
447	Cochise, AZ	6	2	1,088	50.1	.04	75
449	Genesee, NY	3	3	1,088	50.0	.04	100
450	Valencia, NM	3	1	1,076	49.6	.04	92
451	Burleigh, ND	2	2	1,073	49.3	.04	100
451	Shasta, CA	4	3	1,070	49.3	.04	96
451	Boulder, CO	4	3	1,069	49.3	.04	93
454	Sheboygan, WI	3	3	1,066	49.1	.04	100
454	Fond du Lac, WI	4	3	1,070	49.1	.04	94
456	Cass, IN	2	2	1,062	48.9	.04	100
456	Geary, KS	2	2	1,060	48.9	.04	100
456	Laurens, GA	3	2	1,062	48.9	.04	92
459	St. Louis, MO	3	2	1,058	48.7	.04	95
460	Harrison, WV	2	2	1,055	48.5	.04	100
461	De Soto, FL	2	2	1,049	48.3	.04	100
462	Mercer, WV	3	3	1,042	48.0	.04	100
463	Howard, IN	2	2	1,044	47.9	.04	100
463	Tuscola, MI	3	2	1,038	47.9	.04	91
465	Mills, IA	1	1	1,037	47.7	.04	100
466	Jefferson, CO	2	2	1,032	47.5	.04	100
466	Wilson, NC	2	2	1,032	47.5	.04	100
468	Rockingham, NH	4	3	1,028	47.4	.04	94
468	Montcalm, MI	6	4	1,032	47.4	.04	88
470	Humboldt, CA	4	4	1,025	47.2	.04	100
471	Baker, FL	2	1	1,026	47.1	.04	95
472	St. Clair, MI	4	3	1,012	46.7	.03	94
473	Will, IL	2	2	1,007	46.4	.03	100
474	Houston, AL	2	2	1,004	46.2	.03	100
474	Umatilla, OR	5	2	1,006	46.2	.03	80
	U.S. Total	**6,411**	**4,718**	**2,915,131**	**134,168.4**	**100.00**	**97**

SIC 82 Education

8221 Colleges & universities n.e.c.

1	New York, NY	32	18	20,164	948.6	4.85	96
2	Cook, IL	28	17	14,746	693.5	3.54	96
3	Los Angeles, CA	38	16	14,197	667.1	3.41	95
4	Middlesex, MA	14	7	11,993	563.9	2.88	98
5	Philadelphia, PA	12	6	8,285	389.6	1.99	96
6	Nassau, NY	10	8	8,267	388.8	1.99	98

Rank	County, State	No. Of Estab. Total	Large	Total Employment	Total Receipts ($ Mil.)	% Of U.S. SIC	% In Large Estab.
	(8221 Colleges & universities n.e.c., continued)						
7	Suffolk, MA	21	11	7,394	357.1	1.82	95
8	Franklin, OH	9	4	6,893	324.2	1.66	97
9	Hampshire, MA	5	3	6,420	301.9	1.54	99
10	Prince George's, MD	2	2	5,975	281.0	1.44	100
11	Alameda, CA	7	3	5,830	274.1	1.40	97
12	Centre, PA	1	1	5,000	235.2	1.20	100
12	Orange, NC	1	1	5,000	235.2	1.20	100
14	Kings, NY	13	8	4,851	228.2	1.17	95
15	Suffolk, NY	4	3	4,604	216.6	1.11	98
16	Clarke, GA	1	1	4,100	192.8	.98	100
17	Albany, NY	9	4	3,839	180.6	.92	92
18	Queens, NY	7	5	3,838	180.5	.92	98
19	Salt Lake, UT	3	1	3,515	165.3	.84	98
20	Erie, NY	8	4	3,456	162.5	.83	95
21	Middlesex, NJ	1	1	3,400	159.9	.82	100
22	Utah, UT	2	1	3,370	158.5	.81	99
23	Alachua, FL	1	1	3,250	152.8	.78	100
24	District of Columbia	11	7	3,217	151.3	.77	94
25	Washtenaw, MI	3	2	3,120	146.7	.75	99
25	Hennepin, MN	4	1	3,120	146.7	.75	96
27	Wayne, MI	10	3	2,985	140.4	.72	87
28	Monroe, IN	1	1	2,600	122.3	.62	100
29	New Haven, CT	7	4	2,580	121.3	.62	97
30	Baltimore city, MD	9	7	2,388	112.4	.57	95
31	Knox, TN	1	1	2,350	110.5	.56	100
32	Ingham, MI	3	1	2,335	109.8	.56	96
33	Leon, FL	2	2	2,250	105.9	.54	100
34	Mercer, NJ	4	3	2,239	105.3	.54	96
35	Bronx, NY	8	5	2,193	103.2	.53	91
36	Grafton, NH	2	2	2,130	100.2	.51	100
37	Travis, TX	4	1	2,115	99.4	.51	95
38	Tompkins, NY	2	2	2,110	99.3	.51	100
39	East Baton Rouge, LA	1	1	2,100	98.8	.50	100
39	Boulder, CO	1	1	2,100	98.8	.50	100
41	Hamilton, OH	7	2	2,100	98.7	.50	93
42	McLean, IL	2	1	2,080	97.9	.50	96
43	Harris, TX	7	4	2,080	97.8	.50	92
44	King, WA	8	3	2,070	97.2	.50	95
45	Hillsborough, FL	4	2	2,035	95.7	.49	97
46	Santa Clara, CA	5	3	1,960	92.1	.47	97
47	Essex, NJ	7	5	1,894	89.1	.46	93
48	Milwaukee, WI	7	3	1,880	88.3	.45	92
49	Worcester, MA	9	5	1,823	85.8	.44	91
50	St. Louis city, MO	8	3	1,810	85.1	.43	87
51	Cuyahoga, OH	10	4	1,745	82.0	.42	91
52	Dane, WI	2	1	1,720	80.9	.41	99
53	Hartford, CT	7	4	1,690	79.5	.41	95
54	Champaign, IL	1	1	1,650	77.6	.40	100
55	Shelby, TN	4	1	1,615	75.9	.39	93
56	Orange, NY	2	1	1,564	73.5	.38	98
57	Maricopa, AZ	3	1	1,560	73.3	.37	96
58	Monroe, NY	5	3	1,530	71.9	.37	96
59	Pima, AZ	1	1	1,500	70.5	.36	100
59	De Kalb, GA	9	2	1,500	70.5	.36	77
61	Denver, CO	5	3	1,460	68.7	.35	92
62	McDonough, IL	1	1	1,453	68.3	.35	100
63	Tippecanoe, IN	1	1	1,450	68.2	.35	100
64	Orange, CA	6	3	1,410	66.3	.34	96
64	Dade, FL	4	2	1,410	66.3	.34	92
66	Tolland, CT	1	1	1,400	65.8	.34	100
67	Onondaga, NY	4	1	1,390	65.3	.33	86
68	Wayne, NE	1	1	1,350	63.5	.32	100
69	Washington, RI	1	1	1,325	62.3	.32	100
70	Wake, NC	4	1	1,305	61.3	.31	92
71	Boone, MO	2	2	1,300	61.1	.31	100
72	Kalamazoo, MI	3	1	1,295	60.8	.31	93
73	Marion, IN	5	3	1,280	60.3	.31	94
74	El Paso, CO	3	2	1,224	57.6	.29	93
75	Lancaster, NE	4	1	1,220	57.3	.29	90
76	Providence, RI	6	4	1,210	57.0	.29	89
77	Portage, OH	2	1	1,165	54.8	.28	94
78	Allegheny, PA	10	4	1,160	54.5	.28	85
79	Lubbock, TX	2	1	1,150	54.1	.28	96
80	Fayette, KY	2	1	1,135	53.3	.27	97
81	Johnson, IA	1	1	1,100	51.7	.26	100
81	Jackson, IL	1	1	1,100	51.7	.26	100
83	San Francisco, CA	9	3	1,073	50.6	.26	70
84	Multnomah, OR	5	3	1,070	50.3	.26	91
85	Denton, TX	2	2	1,050	49.4	.25	100
85	Ramsey, MN	11	3	1,050	49.4	.25	72
87	Douglas, KS	2	1	1,040	48.9	.25	96
88	Tuscaloosa, AL	2	1	1,025	48.2	.25	98
89	Orleans, LA	8	3	1,015	47.9	.24	79
90	Cleveland, OK	1	1	1,000	47.0	.24	100
90	Story, IA	1	1	1,000	47.0	.24	100
90	Payne, OK	1	1	1,000	47.0	.24	100
	U.S. Total	**1,613**	**681**	**416,387**	**19,576.2**	**100.00**	**91**

DEFINITIONS: **SIC Industry:** 4-digit classification by establishment's primary product or service. **Total Establishments:** Units with 20 + employees. **Large Establishments:** Units with 100 + employees. **Total Employment:** Aggregate number of employees in units with 20 or more employees. **Total Shipments/Receipts:** Dollar value of goods produced or distributed or services rendered. **% Of U.S. SIC:** County's share of SIC industry's U.S. total of shipments/receipts. **% In Large Establishments:** Share of shipments/receipts accounted for by establishments with 100 + employees; if share is 99.5% or more, it shows as 100%.

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